

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

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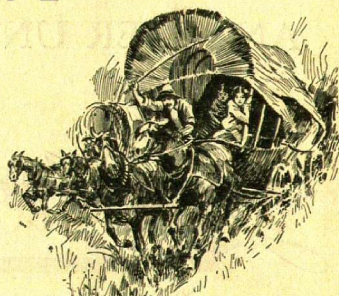
VOL. CII.

NEW YORK, DECEMBER 23, 1922

No. 26

READY JANUARY 2

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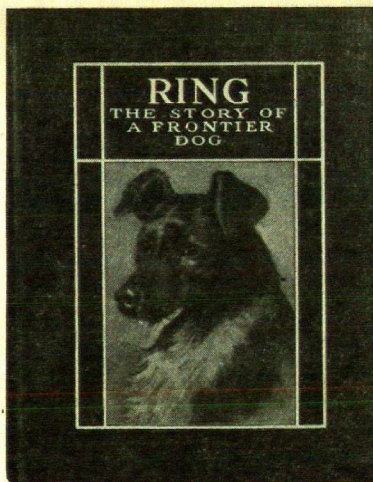
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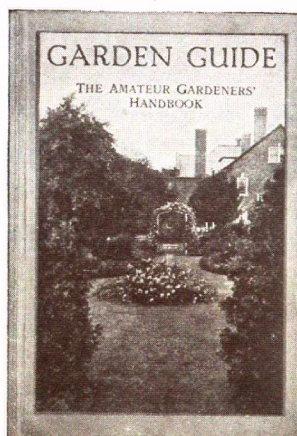
The Books Listed on Opposite Page Constitute in Themselves a Library of Practical Gardening—All that is Necessary to Know in Order to Succeed

A. T. DE LA MARE CO. INC.
NEW YORK

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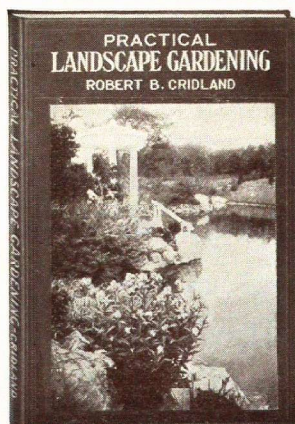
Garden Guide

The gem of gardening literature. Covers every step from spading the ground to preserving the harvest. 384 pages and over 275 teaching illustrations with beautiful cover in four colors. Paper cover, \$1.00; cloth cover, \$1.50 net.



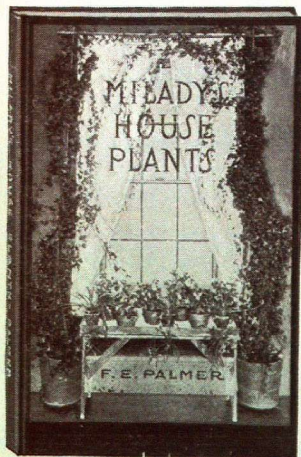
Practical Landscape Gardening

Written for the small land owner. Takes up all the elements that enter into the beautifying of properties. Replete with photographic illustrations, sketches and planting plans. Cloth cover, \$2.50 net.



Milady's House Plants

No book so complete and thorough as this on the successful care and culture of plants in the home. Profusely illustrated with instructive pictures demonstrating the many operations of plant culture. Paper cover, 75c.; cloth cover, \$1.00 net.



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A clear, simple, practical and comprehensive volume for the amateur who seeks to grow high quality fruits for home needs. Heavily illustrated; beautiful cover in four colors. Paper cover, \$1.00; cloth cover, \$1.50 net.

A Little Book of Annuals

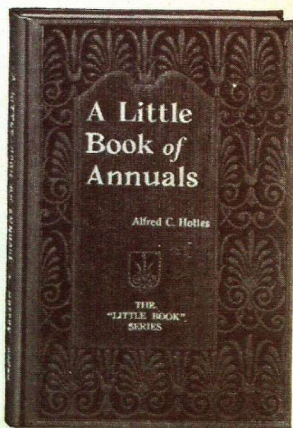
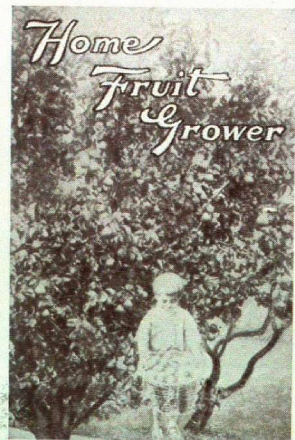
Written for the increasing throng of amateurs who grow flowers for the love of them. A reliable guide through the season of annual bloom. Cloth cover, \$1.25; paper cover, \$1.00.

A Little Book of Perennials

Companion book to above, now in preparation.

Johnson's Gardeners' Dictionary

The original of all gardening dictionaries and gardening encyclopedias. Covers the whole field of horticulture and floriculture in 923 pages, giving short cultural and propagation hints. Thoroughly up to date. Durable cloth binding, \$6.50 net.





Where Federal crosses Nineteenth Street

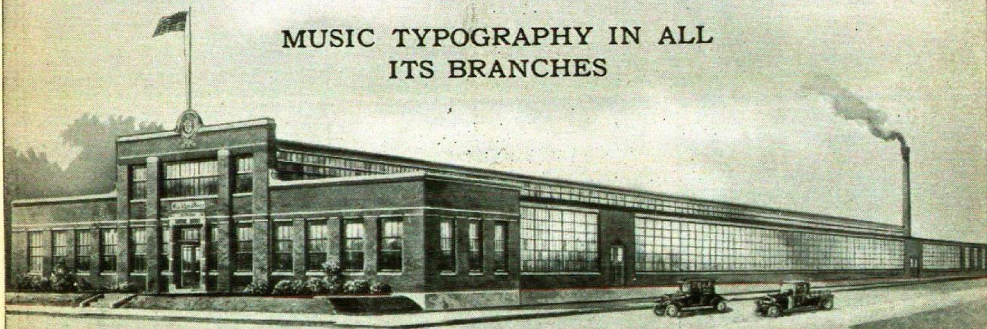
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BLACK OXEN**

GERTRUDE ATHERTON has asked us to present her compliments to her friends in the book-trade, and to tell them that the first two hundred fifty copies of her new novel, **BLACK OXEN**, will be autographed by her *for them*. Thus departing from a custom, that seems to be growing, of selling at a high price the first copies of the novels of distinguished authors.

We want everyone connected with the selling of books to read **BLACK OXEN** before its publication date (January 25th). The first 250 requests will, of course, be rewarded with the autographed copies.

BLACK OXEN is Gertrude Atherton's *best* novel (full length, 352 pages, considerably over 100,000 words). The first printing is 50,000 copies. There will be a more elaborate, extensive, and interesting advertising campaign for **BLACK OXEN** than on any other Gertrude Atherton novel that has ever been published. . . . **\$2.00**

Send for your complimentary copy at once.

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121 WEST 40th STREET

The Publishers' Weekly

THE AMERICAN BOOK TRADE JOURNAL

Founded by F. Leyboldt

December 23, 1922

"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance as profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.

Copyright as "Territorially Shared"

WITH the revised bill for international copyright now introduced in Congress, after long months of discussion, conference and careful drafting, all who are interested in having the United States take its rightful place among literature producing nations are hoping that there may not be too much difficulty in getting legislative attention to this subject, even in such a short and confused session of Congress. The printers, in whose interest the troublesome manufacturing clause was enacted, should, thru their leaders, be able to interpret correctly the facts of the situation to mean that the manufacturing clause has not been of the expected benefit, and, as we export to Canada as much printed matter of all kinds as we import from England, the importance of straightening out this situation is immediately apparent, now that Canada is threatening retaliatory legislation.

The chief opposition to the present bill will come from public libraries, and, tho taking the copyright situation as a whole, the phrase they question is a minor one, it deserves a full hearing, which will be accorded at Washington. The clause under discussion has to do with the general theory of copyright and what is called by the Berne authorities "the rights of publication territorially shared." The theory of copyright is, that the writer of the book shall be protected as to the fundamental material created, with the right to assign to others for development in his interest, the reproduction of the material in various ways. The dramatic rights may be assigned to one person, movie rights, serial rights, book rights, etc., to others, all under the basic copyright. Such sub-division of assignments is in the interest of the author or creator of the material, because only by such methods can the full financial return for the basic material be obtained.

It has also become accepted practice for the author or creator of "copyrightable" material to seek to obtain full distribution and full return by sub-dividing the producing rights territorially, i. e., dramatic rights may be separately assigned for England, Canada, United States or any other producing district and book rights are usually similarly separated. The right of the author to do this has not before been questioned, as it is obviously to his advantage. However, up to the present, it has not been so important in the American field, because this market has been artificially reserved to whatever party contracted for the American copyright by "one manufacturing clause." Now that this "manufacturing clause" is to be repeated, the need of recognizing the importance of territorial publication seems apparent. It becomes more important than in any other country, because the relations among the three literature producing countries of the same language are now to be settled, and no parallel situation has occurred in Europe. The right of the *American* author to give territorial rights has not been questioned—only the right of the *foreign* author to give such assurance of territorial rights. Under the present law current Toronto or London editions of books by American authors cannot be brought into this country in competition with the local product. The question under discussion is whether an English or Canadian author can sell his American market with the same restrictions. The discussion has been narrowed to this very small area by the insertion in the new bill of a clause that books in *foreign* languages shall not be restricted of importation, even tho published in this country under assignment of the United States copyright. Neither are second-hand books to be at all restricted; neither are books on which no actual assignment of the United States rights has been made.

Out of every hundred books published and copyrighted in England probably a dozen are of sufficient interest in the United States to enable the English owner of the copyright to sell the American market. On all other books the United States copyright, like other copyright, remains in the hands of the original foreign owner, and there is no proposed restriction on such books coming into the country. If, the new law says, an American publisher buys the United States rights and then files record of this purchase by depositing two copies in Washington, new copies of the Canadian or English edition cannot come into the

country without his permission. The justice of some such arrangement seems obvious. Even with all due good fraternal relations among the English-speaking publishing centers, it does not seem fair for an American publisher to create a demand for a book in this country and have the demand thus created shared with Toronto and London. Neither is it to the advantage of the authors of those countries not to be able to assign to an American publisher as full rights as the same publisher could obtain from an American author, otherwise he would be less able to get good promotion.

With little knowledge of the part that a publisher plays in book distribution, it has been argued that the author's receipts are the same whether the book is bought abroad or in America. The trouble with that theory is that the author's income increases in proportion as the total sales increase, and every English or Canadian author well knows that his income from the American market grows rapidly when he secures a publisher who will extend the sales. However, still more thoroly to safeguard the general channels of book distribution the bill provides that all such editions from London or Toronto *can* come in under the one condition that the order for same is placed thru the owner of the United States copyright—single copies for individual use and not for sale or copies for libraries or institutions not more than one on invoice. The American publisher is pledged to perform the transaction, or, failing to take action in ten days, the book can be brought in direct. These exceptions to the general rule may, to the average observer, seem to be an abandonment of the principle itself, but it *does* give the firm which has taken the risk and responsibility of the American publishing a recognition of his status. This feature of the bill is in accordance with English law, as from the latest opinion of the Counsel of the English Society of Authors we read:

"The English Copyright Act of 1911 enables the owner in the United Kingdom to prohibit the importation into the United Kingdom of any of his works printed out of the United Kingdom as to which the printer had no authority, direct or indirect, to print such copy in the United Kingdom."

Or the statement of the President of the Canadian Authors' Association:

"Personally, I quite agree with the argument in favor of your amending act."

Or, to quote from a statement of Dr. Rothlis-

berger, Secretary of the Berne Convention, and printed in the official organ of that Convention:

"The claim of the American publishers amounts to a demand for the effective exercise of 'the rights of publication territorially shared.' We have suggested the same action to the Canadian legislation in our comment on the new *Canadian law."

And to quote Walker on Patents Sec. 288, Page 348.

"A lawful sale in a foreign country of an article patented in that country and also in the United States, does not authorize the use or sale in the United States of the article then sold in the foreign country, even tho the maker and user in the foreign country had the right from the United States patentee to there make and sell and the article is used only for personal use and not for profit. And a patentee owning a United States patent and also a patent of some foreign country, on the same article, may couple his sales of the article in any foreign country with a restriction prohibiting its importation into the United States, and that restriction will be binding upon all persons in the United States who have knowledge or notice thereof."

In view of the inherent justice of the rights of authors or other creators of books to assign their rights territorially, it would seem that the application of this to United States law, with the exceptions that have been provided in the interest of anyone who might wish to have the editions of another country, is abundantly justified, and it is to be hoped that discussion on this point may not be instrumental in delaying the entry of the United States into better international copyright relations.

Canadian Booksellers Request Publishers to Advertise

THE Canadian Booksellers and Stationery Association has requested all book publishers to assist the dealers in advertising books, says an article in the December 1 *Printers' Ink*. The dealers want the publishers to spend more money on advertising and further have complained that what advertising has been arranged for by the publisher has been on the book review pages of newspapers and not located where the mass of the people could read the advertising. The dealers feel that only "book-worms" read the literary pages, and it is necessary to reach the mass of the public.

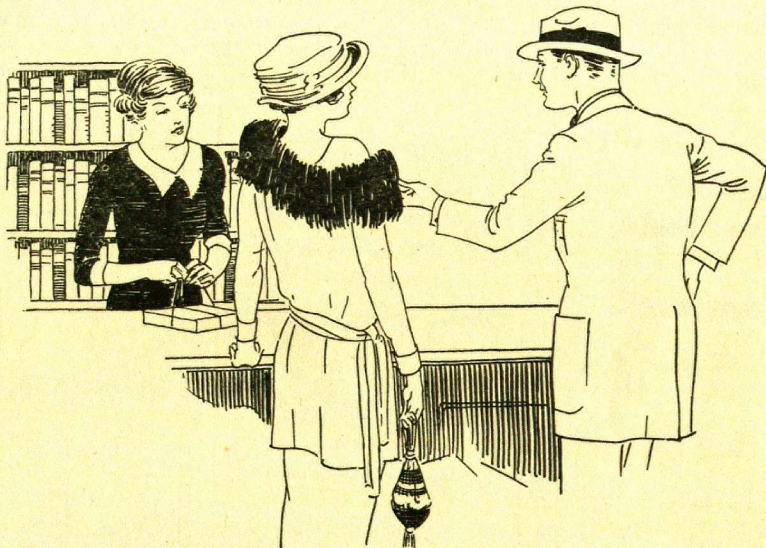
The One Copy Sale

An Efficient Way of Clearing the Shelves

By Ward Macauley

JUST what is a "One Copy Sale?" That is a question that is asked by many customers during the time when the sale is in progress and these questions unmistakably reveal a genuine interest on the part of the questioner. A "One Copy Sale" is a sale of books at which one copy and one copy only of various volumes may

dismissal cannot be debated. In selecting the books for a One Copy Sale the bookseller need merely go over his shelves and pull out all the volumes that were purchased before the arbitrarily set date which he had in mind when the sale was decided upon. He should not pause too long at any one shelf, however, be-



GENTLEMAN: "I want a copy of that book."

CLERK: "I am very sorry, sir. That is the only copy we have. We are having a one-copy sale this week."

GENTLEMAN: "A one-copy sale?"

MORAL: *When you see the book you want, get it at once. Only one copy at the special price during this sale.*

CLERK: "Yes, we are offering very special prices on books on a wide variety of subjects, but on only one copy of each book. This lady has just purchased the one copy of that particular book."

be purchased at a reduction. It is not a cut price sale but a shelf clearing of odds and ends that one does not intend to replace. One of the most insistent problems in the entire game of bookselling is the problem of putting away stock properly when it comes. Not a few bookstores evidence their futility in the face of the incoming flood of books new and old by allowing stacks to erect themselves haphazard on shelves, ledges, counters and even on the floor. The main purpose of the One Copy Sale is to weed out those books that have worn out their welcome, that have long outstayed the sharp hospitality of Mrs. Turnover. The book, of course, should bear some mark indicating the date at which it was put in stock, so that the question of its preeminent

cause the success of the One Copy Sale depends upon the wide variety of subjects which may be offered. Biography, art, science, music, cookery, business topics, travel and a host of other subjects may be included. Fiction may or may not as appears best. In many cases, it is advisable to hold a One Copy Fiction Sale separately. Children's books should not be included but should be used for a separate sale at a later time. The same principle of shelf clearance is operative, however, and a lot of books that somehow or other have stuck around since before the war will be placed in the hands of readers and capital placed in a faster moving circle.

One of the strong incentives to purchase that the One Copy Sale holds out to the prospect is

that he has just one chance to secure the particular book that has interested him. It is like the play in the one-night town. Those who don't go never have another chance. So the customer who fails to purchase the one copy offered may return to find that some other patron has secured it. This makes for quick decision. The customer is likely to buy not only the books he is sure that he wants but some that he only thinks he may want.

An important feature of the One Copy Sale for the bookseller is that he need not, on the whole, offer as radical reductions as he must in almost any other kind of clearance sale. The fact that only one copy may be had makes even a moderate reduction desirable. Of course, there are books that must be offered at very low prices to move them and in such cases the

will become easily discouraged if the same selection is offered. Frequent changes will bring these patrons back again and again. Buying books at a bargain is almost a disease with many book-lovers, and very often rich men who could easily pay any demanded price for a book will stock up a score or more volumes at a reduction sale. The One Copy Sale appeals strongly to the bargain hunter and his keen desire should be kept alive by a varied and constantly changing selection.

To make a One Copy Sale effective, it is not sufficient to stack a lot of books, with their backs showing, row on row. Experience has developed that a somewhat uncrowded display makes a stronger appeal. It is also necessary to place in the majority of the books a card stating something about the book and the

Read about These
Little Known
African People

only one copy
\$1.50

Delightful Essays
of The Dr. Frank
Grane Type

only one copy
.90

Last Days of
The Romanoffs
only one copy
1.50

DESCRIPTIVE PRICE SLIPS TO BE PUT INTO THE BOOKS DURING A ONE COPY SALE

question of original cost must not be considered. The sale is leavened up by a few three or four dollar books being offered at from thirty-five cents to a dollar. Of course, this is enough to break a bookseller's heart but better thirty-five cents in the till than four more years on the shelf. In many cases, however, a good book may be moved at from ten to twenty-five per cent discount and all the way round cost or nearly cost should be secured from the aggregate sale.

In conducting, a One Copy Sale, it is wise never to leave any books on the sales tables for more than two or three days. The tables should be refurbished each morning and new selections put out. For this purpose, a large surplus should always be available. Then later on, some of the books that first appeared can be used once more, but then failing to sell readily, should be put back on the shelf—or sent to the store room. The patrons of the One Copy Sale will visit the sale often and

special price at which it is offered. A few samples of the kind of card that is effective are shown here.

Every book that goes into the window display of the One Copy Sale should have such a card displayed with it and at least half the books on the tables. Lots of work? Yes, but the results will warrant it and more, while without it, the sale is hardly likely to go over.

The window display is important. It must be very accessible because as only one copy of each book is offered, there will be of necessity a great deal of jumping in and out of the window and nothing will do more to stimulate interest and increase sales than the sight of a salesman reaching into the window to get desired books for eager purchasers.

The One Copy Sale demonstrates clearly the value of the illustrated dialog in featuring a display of books. The window in which the accompanying picture and dialog were displayed aroused more interest and caused

greater comment than any window display in years. This indicates not only the desirability of using such an illustrated conversation in connection with a One Copy Sale but suggests that similar methods may be used in the advertising of books at all seasons. It makes a sales argument a very objective thing, the point of which is easily seen. A poster illustrated is more expensive but also vastly more productive of interest than the one of words only.

Newspaper advertising and advance announcements will help the One Copy Sale, but the best aid to its success is a live window, frequently changed. The sale itself should last no longer than two weeks. Preparation for it will take two or three weeks of advance work. Active, hearty co-operation on the part of the selling staff is an absolute requisite.

Arranging Books for January Sale

WHAT is the best way to arrange a clearance sale of books so that buyers will be attracted and will find most pleasure and adventure in roaming among the counters? The experience of many booksellers would indicate that, first of all, prices must be plainly marked and in conspicuous figures.

From the customer's point of view, one of the best plans is to have the books grouped by price—50c, 75c, \$1, \$1.50, etc. The book-lover prowls over the marked counter, knowing the price of every book picked up without especially examining its individual marking. Stocks arranged in this manner can be added to from time to time, or reserved piles and duplicates can be kept in bins until room has been made by sales. Often books that have not been sold during the first week of the sale on the \$1.50 counter can be moved down to the \$1 counter where some one will be more keenly tempted.

Not all bookstores will have sufficient stock to offer to arrange it in such a large way, in which case individual markings or the announcement of a flat discount will work better. A counter marked "½ off list price," or "40 per cent discount" will tell people to turn inside the cover and figure for themselves the sale price of the book. Such a sign with bold figures naturally draws people to the counters for browsing. Changed prices on single books can be proclaimed by putting the mark inside the cover, where the customer expects to find the price of the books, or it can be marked on the wrapper. In many cases a paper band about two inches wide may be wrapped around the book and folded in just as the jacket is folded, and on the back may be printed in bold

Displays in window and store will help out the impression conveyed by the sales force that something unusual is going on will prove a big factor in awakening enthusiasm on the part of the possible patrons. The question then, is how often? Once a year, or possibly twice, often enough so that customers will come to look forward to these house-clearing occasions—not so often that they become an old story.

"The One Copy Sale," to summarize, helps to avoid that dread thing, accumulation of stock, it arouses book interest, it puts capital back to work, helps turnover. It works out well in practice when every essential necessary to its success as indicated above is wholeheartedly complied with. To omit any one of the things enumerated is seriously to impair its usefulness.

crayon both the original and reduced price of the book. A similar marker can be used on a set of books by wrapping it around either a single volume or a group of two or three. Often fiction is sold off in group lots, as 3 for \$2, thus increasing the unit of sale.

Perhaps nothing (except low prices) is so important to the success of a sale as to have it begin with energy and be supported by adequate publicity. A January clearance that begins without trumpeting and which attracts only a few people on the opening day is doomed to failure, as the buying impulse of all visitors is greatly increased by a feeling of competition, and the customer undoubtedly gets the impression that a sale which attracts but few people must be an unimportant event. At no time of the year can the store spend money on display advertising and promotion to better advantage.

Many bookstores increase the amount of material that can be offered by purchasing from publishers' remainder stock. This supplies titles in sufficient quantity to be advertised in a catalog, and gives attractive items to place on the marked counters along with the books taken from the store's own overstock. Stores which have not built up the remainder method must handle such purchases carefully or they will carry over such an amount of stock as to make the event on the whole unprofitable, in spite of the pleasure of giving book bargains to customers. Remainders like new book stock, must be bought in proper quantities and cleared up. They will do extra service in bringing attention to the miscellaneous books that the sale is offering.

No development of a clearance program should omit careful thought as to what the window can do to bring people into the store. There is no January lure like a clearance, and nothing gains for the event the attention of more people than the window. Actual reductions can be displayed there and the character of the stock in the sale may be illustrated. The neat red and green cards of Christmas weeks now become replaced by striking and aggressive signs that mean clearance.

The character of the business records of the clearance sales must vary in different stores according to the methods of bookkeeping. Probably more stores take inventory on January 1st than on any other date, in spite of the fact that it puts a wearying pressure on already overtired people. In such an inventory, stock that is to be cleared out can be inventoried at prices that will permit low offerings. If a group of books is laid out to be put on the \$1 counter, they can each be taken in stock at a flat rate of about 65c, so that, when they are put into the sale, the sales total will carry the same margin of profit as usual. Such reduced inventories should be carefully gone over by the manager himself, to see that the reduction taken is sufficient to sell the book and yet is justified by conditions.

That a book should be put in the clearance does not necessarily mean that it is not a book that is of standard value or might not find its sale eventually. If the store has not produced a customer for a certain book and the salesman's ingenuity cannot find the outlet, the book deserves clearance, even tho its intrinsic value is unquestioned. Carrying books at full price for an indefinite number of years has been a frequent failing among bookshops. Every store ought to have some system of dating stock when received. This would mean that at inventory time it would be easy to see what books have been there one year or two years, and, since it is costing about 10c. a year in interest charges to carry the book, to say nothing of the room taken and overhead involved, the importance of clearing the shelves of slowly-turned stock is evident. By the time a book has been five years on the shelf, the amount invested in it has doubled, and any chance of profit has disappeared.

She Knew the Effect

One of the daughters of an American man of letters possesses literary gifts, and also a genius for critical biography. She had her first poem accepted by a magazine and was exulted.

"Now," she said, "there will be two conceited persons in the family."

—*American Legion Weekly.*

Significance of Stock-Turn

THE *Harvard Business Review* for October, 1922, contains a very thoro, detailed report of an investigation into the significance of stock-turn. The investigation was concerned primarily with the retail shoe, jewelry and grocery business, but the conclusions are applicable to the booktrade.

"The essential problem confronting most merchants in 1921 and 1922 has been the adjustment of operating expenses to lower price levels. This situation has resulted for one thing in greater emphasis on the importance of a rapid rate of stock-turn both as an index of merchandising efficiency and also as a direct means in itself of lowering expenses and increasing net profits.

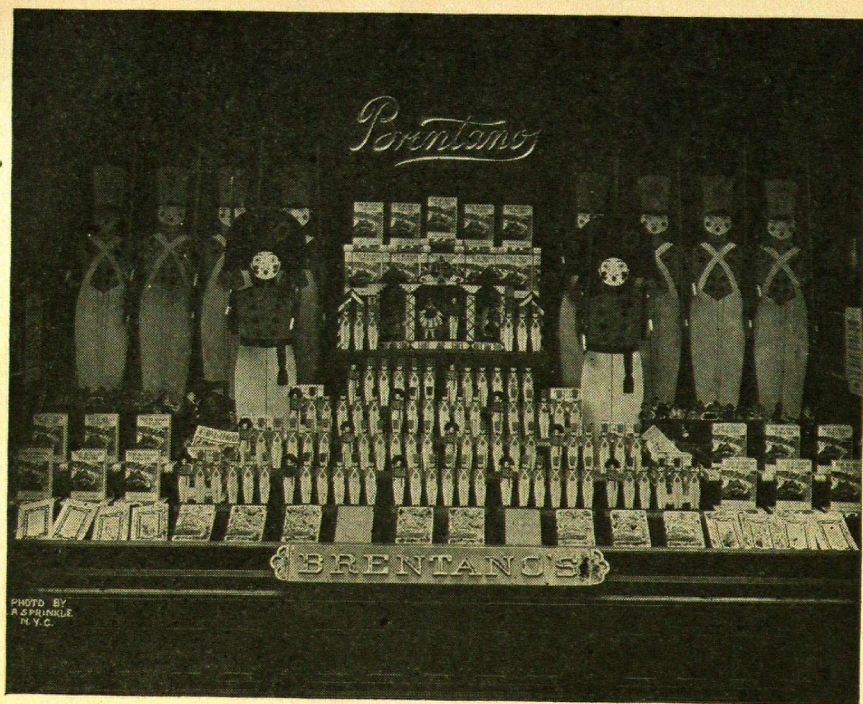
"It appears then that a rapid rate of stock-turn is likely to be accompanied by a larger volume of net sales and lower percentage of selling expenses, fixed charges, total expense, and gross profit than are found with a slow rate of stock-turn. Whether higher or lower management expenses are to be expected with a fast turnover of merchandise is not clear.

"Mere volume of sales is not a criterion of an efficiently conducted business; neither is the percentage of gross profit and the same is true of net profit so far as it depends on gross profit. The surest test lies in the ratio of expense to sales."

Particularly interesting to booksellers is the following: "Furthermore, a merchant cannot pin his faith so exclusively to stock-turn that he neglects to maintain an ample range of selection in the merchandise carried. Frequently, also, a store must have seasonal goods, popular style merchandise, or other goods demanded by its clientele, even tho these sometimes interfere with planned stocks or planned rates of stock-turn." This once more proves that a bookseller, in his eagerness to maintain a rapid rate of turnover in modern fiction, for instance, cannot afford to neglect his line of classics and scientific books. The book department of a department store is not expected to have a great range of anything but latest novels but a bookshop that neglects any branch of its business in order to force an unnatural stock-turn, will in another branch, suffer in reputation and profits.

But a rapid rate of stock-turn is usually a good thing, if care is taken to make sure that some essential element is not sacrificed for a temporary increased net profit.

The Harvard Bureau of Business Research concludes that "It is therefore indicated that a rapid rate of stock-turn is more significant as an index of all-around efficient management leading to lower expenses than as a factor that will in itself produce lower expenses and higher profits."



WINDOW ARRANGED BY MAURICE GEST TO DISPLAY OLIVER SAYLER'S "THE RUSSIAN THEATRE"

Window Decoration by a Master Hand

MAURICE GEST, master of the art of stage setting, has, for a day, turned window dresser, and booksellers who have studied the art of giving to a bookstore window a real drawing power can see how it would be done by a man approaching it from the theatrical field.

When Mr. Gest announced, following the spectacular success of the *Chauve-Souris*, the Russian Vaudeville, that he had arranged for a visit to this country of the Moscow Art Theatre, Brentano's saw the opportunity to make their publishing business and retail store a special intermediary between Russian art and the American public. To do this, they took over from Little, Brown & Company "The Russian Theatre" by Oliver M. Sayler, the leading authority in this country on Russian theatrical matters and special publicity director retained by Mr. Gest in connection with the coming of the Art Theatre. Mr. Sayler has revised the book, for which an introduction has been written by Norman Hapgood and new illustrations made including the entire panorama of the Moscow and Petrograd Theatres.

Brentano's have also arranged with Maurice Gest to publish the official translation of the

plays that will be given by the Moscow Art Theatre when it opens at the Forty-Fourth Street Theatre in New York on January 8th. The plays presented will be "Tsar Fyodor Ivanovitch," a play in five acts by Count Alexei Tolstoy, "The Lower Depths" by Maxim Gorky (sometimes called "Night Lodgings"), "The Cherry Orchard," a comedy in four acts by Anton Tchekhoff, and "The Three Sisters," a drama in four acts, by Anton Tchekhoff; also, a part of "Uncle Vanya" by Anton Tchekhoff. These books are to be issued in cloth binding at \$1 or, bound in one volume at \$2.50 or \$3. Mr. Sayler has supplied an introduction to each one. The producers have also prepared an edition in paper covers of the same translation at 20c. each, which will be marketed by the theatre.

With these plans in hand, and with the magazines full of discussion and comment on our theaters, Mr. Herold of Brentano's publishing department conceived the idea of a striking window and secured Mr. Gest's interest. In making this, the *Wooden Soldiers*, which have supplied the most applauded number in the *Chauve-Souris*, became an important decorative feature. There has been such a

demand for these Wooden Soldiers that Mr. Gest has a special factory busy turning them out. The life-size specimens, of which several are shown, are much in demand, even at \$20 apiece, and the little sets of Soldiers, which make up the foreground, have been a feature in many Broadway windows. In the center of the upper part of the window setting is a stage model of the scene of Katinka's "Unexpected Romance," after the stage design of Souderkine.

Just beneath the large Soldiers on either side is another delightful toy which cannot be plainly seen in the photograph but which is very colorful in the window. It is a little wooden train, of which the engineer is M. Balieff, and in the cars are dolls representing the whole Russian Theatre Company. The Chauve-

Souris Company gives its 400th New York performance on January 4th, when it will present a new bill, and this performance will serve as an American welcome to its compatriots of the Moscow Art Theatre, who arrive that day from Europe.

This Russian window has been emphasized as an example of what a decorator would do with the bookseller's problem, and it is interesting to comment on the fact that, while Mr. Gest has turned from his various spectacular productions to play with the window decoration idea, one of America's master stagecraftsmen, Bobby Jones, whose stage sets are now an emphasized feature in any performance in which they appear, got his first practical training in stage setting when he was a window decorator.

Facts for Authors

How To Get a Better View of the Field

WHEN authors, publishers, librarians and booksellers each have a wider understanding of the problems and practice in the other's field, there will come about a very much better co-operation, for the more effective distribution of books. Of several good recent efforts to make such information more available, one of the most practical for an author's bookshelf is "The Business of Writing. A practical Guide for Authors," by Robert Cortes Holliday and Alexander Van Rensselaer recently published by Doran. In this book the author will find much of the practical information that he needs to help him market his material, and those who handle books will find in it a path to a clearer understanding of many of the elements that go into book publishing. The material originally appeared in the *Bookman*, and is now revised, indexed and supplied with a bibliography of practical books for authors.

Mr. Holliday's understanding of the different aspects of book publishing is unusual, for, besides being a writer, he has been connected with bookselling, publishing and magazine editing. Mr. Van Rensselaer is now with Duffield & Company, and was formerly with Henry Holt & Company. They do not claim that the volume reveals "a system for beating the game," but hope that it will help the author to get a better view of the field.

Booksellers will be especially interested in the comment in the introduction referring to the chapter on "The New Bookshops" that this material has been included "as a presentation of a most interesting present-day development in marketing literary wares."

In the chapter on "Approaching the Modern Publisher" there are very practical suggestions of how a book gets attention. It is

pointed out that books are usually published on a royalty basis with royalties paid twice a year. The very usual royalty is 10 per cent on the first 2,000 copies sold and 15 per cent thereafter. The explanation of how manuscripts are handled in the publishing office will show in general how such a variety of material can be handled and given proper and prompt consideration. How publishers take on special individuality in their selection of books, how publishers round out their lists with a balance of different titles, how they turn toward books that the selling machinery is fitted to and what kind of reports bring about their final judgment are carefully considered. The hard-to-kill impression that only established authors get a hearing is again given the lie. "Vogues pass. Established writers die. It is to the interest of a publishing house, very much to the interest of a publishing house, to cultivate the good will of the potential authors of consequence of tomorrow." How publishers plan the larger part of their output and do not wait for it to come, in unsolicited manuscripts, is a point that needs new emphasis.

The third chapter gives an account of the place of the literary agent, the use and abuse of this personage on the book's road from author to reader. The part that the wrong type of agency can play in encouraging writers who have no merit is pointed out for the benefit of those who have been flattered by the "vanity" houses. The warning against "vanity" publishers is given further emphasis in a chapter by itself, which points out that, while many well-known books have been in their first edition paid for by the author, to mention only Drummond's "Natural Law in the Spiritual World" and Motley's, "The Rise

of the Dutch Republic," still most books that are worth publishing are worth the publisher's investment, and receive that backing if they are accepted by him. This is not said in reflection on certain types of books worthy of any publisher's list which because of their subject and treatment can appeal only to a small public, nor does it refer to monumental books printed with unusual workmanship which could only be supported privately or by advance subscription. If the caution against the flattery of dishonest publishers could be given broadcast to those who need such warning, great good would have been done and many an amateur writer saved from heart-burning.

The need of a carefully drawn contract between author and publisher is outlined, tho it is pointed out that there is no standard form of contract accepted by all. The author usually understands that he has several rights

covered by his property and that these can be separately allotted. There are, besides the book rights, first serial rights, second serial rights, music, dramatic, movie, foreign and translation rights. The method by which books are selected and arranged for in reprint style is an important thing for the author to understand. The chapter on copyright may need revision if Congress passes the bill now before it to revise our basic law.

The chapter on "Literary Chores" includes, among other information, a survey of the book reviewing field, showing what may be expected of this as a side line to the profession of writing. Many people come into the book field believing that book reviewing is in itself a profitable profession, only to find that the income is in no way commensurate with a living wage, as such competent reviewing is done by people who have time and interest to do it along with other literary work.

Thursdays at Five-thirty

Little Talks With the Sales Force

By James Lackington, Jr.

VIII

MR. BROWN turned a page in his little black book and announced:

"Last week, we heard from Miss Temple, Miss Porter, Miss Belleville and Miss Lister in regard to this advertising matter. That leaves Miss Freeman, Mr. Gordon and myself. What have you to offer Miss Freeman?"

Miss Freeman held up a clipping of an advertisement of "The Mind In the Making."

"I think that is an unusually good advertisement," she said. "It seems to me that it gives the reader a very fair idea of the book and arouses his interest so that he is likely to want to read it. I don't pretend to be a judge in any way, but I looked thru the New York and Chicago literary pages pretty carefully and this impressed me as one of the best ads I saw."

Mr. Brown took the clipping and read the advertisement attentively.

"I think it is a good ad," he observed, "but I don't agree with Miss Freeman that she is not a good judge. True, she has never studied advertising, or at least I presume she never has, but it is how advertising impresses the average reader that is important. I think from that standpoint all of us are good judges of advertising and particularly of book advertising. Now, one thing I like about the ad, especially, is that enough space is used so that the type is uniformly bold. It is easy to read the whole

ad and it all stands out quite strongly on any page you might put it. I do think, too, that a very effective ad could be made of just the paragraph entitled 'The Subject.' This is one ad that I think the publishers might well run elsewhere than on literary pages. The appeal of the book is very broad and general advertising should result in good sales. By the way, Gordon, make a note to check our stock on 'Mind in the Making' in the morning. Are there any further comments on this advertisement?"

He paused for a moment, but every one seemed to consider the subject covered, for no one spoke.

"Well, Gordon, I guess it's your turn," said Mr. Brown.

"I've noticed a lot of things about advertising in the last two weeks," said Gordon. "I've read all the ads I could find. One or two things impressed me particularly. Quite a few of these ads laid very strong emphasis on the fact that the book advertised was having a big sale. Now, I don't think that's so important—not nearly as important as it used to be."

"Now Mr. Gordon," said Miss Temple, smiling and thinking of Gordon's age—he was only twenty-four, "what do you know about what used to be?"

"I've been in the book business six years" said Gordon with dignity, "and I'm a mighty

THE SUBJECT: In a world that is complex and modern our habits of thought have remained mediaeval. Unknown to ourselves tradition, superstition, fear of the unknown, still govern our thinking. Yet the possibilities of the human mind are unlimited. Here is the message of this famous book that is changing the thinking of the world. Have you given your mind a chance to free itself, to grow up? Have you read *The Mind in the Making*?

H. G. WELLS: "I find after reading *The Mind in the Making* the same sort of imaginative release into collateral fields that I got from Huxley and from James . . . After reading it I find much that was monstrous and obdurate in old riddles dissolving at last into a quite acceptable and comprehensible explanation. The book has had the effect of illuminating me not only at its point of application, but all along the line of my curiosities."

DR. FRANK CRANE: "One of the best books I have read in a long while. Robinson undertakes to show us some of the things that make our thinking confused and bad. He points out how we have all taken advantage of the marvelous advance in inventions, but we go on thinking the same old errors that people thought centuries ago. One of the most significant books I have seen recently, and one with which every thinker should be acquainted."

Bring Your Mind Up To Date. Read

THE MIND IN THE MAKING

By JAMES HARVEY ROBINSON

Wherever Books Are Sold, \$2.50

HARPER & BROTHERS

Established 1817

NEW YORK

MR. BROWN DECIDED AS IT WAS A BOOK WITH A VERY WIDE APPEAL, GENERAL ADVERTISING SHOULD RESULT IN GOOD SALES

good guesser and I'll bet that Mr. Brown will bear me out that sales figures had more influence formerly than they have at the present time.

"I guess you're right about that, Gordon," said Brown, smilingly.

"As I was saying when I was interrupted," said Gordon, with a comical imitation of severity in his glance at Miss Temple, for Miss Temple and he were uncommonly good friends. "I don't think it is as effective to place emphasis on the fact that a book is a big seller as it once was, especially in advertisements that are to appear in literary pages where the majority of the readers are more or less bookish. The appeal of popularity is only occasionally the right note to touch and yet I found it used quite a number of times in one issue. Then as I see it, the publishers do not always make their ads plain and clear enough. They are inclined to assume too much. I think what the reader wants in an ad is a clear, direct statement of just what the book is. He will take the word of the publisher at face value, too, if the publisher makes his statement definite, simple and moderate as far as adjectives go. I think it is a mistake to quote the critics' too much, especially when the quotation is so very general in approval that it gives no idea of what the book is about. We must remember that in a newspaper even the non-book reader

will turn to the book page and a direct, forceful statement of what a book is will sometimes catch his eye and perhaps interest him in books. And after all our job is to get a lot of new readers if we can."

"But, Gordon," said Mr. Brown, "is your last remark consistent with what you said about not overdoing publicity featuring popularity?"

"No, I don't think it is" said Gordon, "I think even the most casual reader will be more interested in a concise statement of what kind of book it is than in the fact that fifty thousand people have read it. Of course, when the publisher runs an ad on a literary page, he can't make it too trite. He can't say that 'Rudyard Kipling is a well-known writer' but I do think that the advertising could be more direct and specific. Now here is an ad that quotes the *New York Times* as saying: 'Admirable restraint. Sure to linger in the memory.' Very good, but what is the book about? This quotation—and it is the only one used—doesn't tell me. Is it a detective story, a dog story, a love story, an adventure story? Or is it a story at all? Here's another, 'Not only her best but one of the greatest novels of the year. — Justifies any word of praise that can be said of it'—also quoted. Well, that's good, we all want to read it if it is one of the greatest novels of the year—but what kind of book is it? The publisher helps out a little

when he says: 'a new novel of the West' but it could easily be more direct. Now *Life* knows how to tell a whole lot about a book in a single sentence. Those are the things that I thought about particularly—first that popularity can easily be over-played and second that book advertisements could be more definite and that when they are placed in any medium where they will be read by persons not thoroly conversant with books and authors, they should be exceedingly direct and specific."

"That's fine, Gordon," said Mr. Brown, "and shows that you have devoted a lot of thought to the subject. Did you select a particular ad that you wanted to call to our attention?"

"Yes," said Gordon, "I think this Barrie ad is one of the strongest and most enticing book ads I have seen in a long time. I think it has more real selling appeal than any other that I have read in the last two weeks. I think if all the ads which the publishers print had as much thought back of them and made as sincere an effort to get the reader to know the good

qualities of the books advertised, we'd sell a lot more books. The thing to do is to keep away from the old stereotyped phrases, the shop stuff that we take out of its own little pigeon hole—this ad does that."

"Our time is more than up," said Mr. Brown, "so I will defer my remarks to a later occasion, but I'm going to assign each of you a little task. Select some good book you like and write your own advertisement of it. I will send them down to Mr. Melcher of the PUBLISHERS' WEEKLY and whichever ad he says is the best will win a ten dollar prize for the writer of it. As Gordon and I have both written more or less advertising, I'm going to bar us from the contest. We will have two weeks to get the ads turned in and then I will get Mr. Melcher's report just as soon as possible. I guess that's all for tonight."

As the sales-force left the store that evening, Miss Belleville and Miss Lister each took a volume of Barrie's plays. Mr. Gordon stopped to stuff a copy of "The Mind In the Making"

Announcing the publication of a new, low priced edition of the plays of

SIR JAMES BARRIE

In the new, popular edition of the Barrie plays, the six single plays listed below are published in boards at \$1.00 each and in leather at \$1.75, while the two volumes of shorter plays are available in boards at \$1.25 each and in leather at \$2.00. The eight volumes in leather, attractively boxed, \$14.50.

Grow Young Again With Barrie!

Do you know what the policeman gave Cinderella instead of an engagement ring? Why, when her husband laughed, did Maggie Shand know that he was saved? What is the "twelve-pound look"? Read the Barrie plays and you will learn these secrets, and many others. Above all you will learn the secret of perpetual youth. It is Barrie's secret—Barrie who refuses to see life through the sober spectacles of the workaday world.

Reading him is like going on some fabulous and delightful adventure: old barriers of age and habit fall away, and—in a flash—one touch of whimsey makes the whole world kin. Who that has known Peter Pan is not the younger and more daring for that experience! How many a budding cynic has been saved by the Admirable Crichton, that paragon among butlers!

Grow young again with Barrie. In his plays you will find him at his joyous best. It is only in recent years that he has consented to their publication—but with what added descriptions, what Barresque asides!

DEAR BRUTUS

The thousands of Barrie admirers who have eagerly awaited the publication of this play will welcome the announcement that it is now ready in the new edition.

WHAT EVERY WOMAN KNOWS

A KISS FOR CINDERELLA

ALICE SIT-BY-THE-FIRE

THE ADMIRABLE CRICHTON

QUALITY STREET

ECHOES OF THE WAR

Containing: The Old Lady Shows Her Medals—The New Word—Barbara's Wedding—A Well-Remembered Voice.

HALF HOURS

Containing: Pantaloon—The Twelve-Pound Look—Rosalind—The Will.

The Barrie plays can be obtained at any bookstore or direct from the publishers.

CHARLES SCRIBNER'S SONS, FIFTH AVENUE, NEW YORK

GORDON SAID THE BARRIE AD WAS ONE OF THE MOST ENTICING, AND STRONGEST IN REAL SELLING APPEAL, HE'D READ IN TWO WEEKS

into his capacious overcoat pocket, before joining Miss Temple, with whom it developed he had an evening engagement.

Newspaper Man Wins the Goncourt Prize

THE members of the Goncourt Academy, meeting at the annual luncheon, awarded the 1922 Goncourt Prize to a newspaper man, M. Henri Beraud, according to a special cable to the *New York Times*. The prize was given for the first time in the history of the academy for two novels published within twelve months by the same author. The two works are "Le Vitriol de Lune" and "Le Martyre de l'Obese." The first is an historical novel, in which the author describes the execution of Damiens and the death of Louis XV. The second book describes the love affairs of the stout hero. The work is dedicated to twenty people, headed by Marshal Joffre, all stout. To these, M. Beraud writes, "I dedicate this book, which thin people will mistake for a humorous work."

M. Beraud, who weighs 230 pounds, is at present a special correspondent of the *Petit Parisien* at Athens.

The Oldest Publishing House in America

THE listing of the Methodist Book Concern among the New York firms founded over a century ago has brought further information from its headquarters, pointing out that it is not only the oldest publishing house in New York, but its foundation goes back fifteen years earlier than the New York date, having begun business in Philadelphia in 1789. This would seem to put this concern as the only book publishing enterprise in the country that has seen continuous activity in three centuries. Some of its earliest printing after it moved to New York was done by two brothers who were members of the Methodist Church, J. and J. Harper, later Harper & Brothers. In 1822 the concern opened a bindery in the Wesleyan Seminary Building in Crosby Street, and has since 1824 been operating its own presses.

Minister's Book of 35 Years' Church Experience

DR. L. M. ZIMMERMAN, pastor of the Christ English Lutheran Church in Baltimore and author of several love stories, has written another book, "For Love's Sake," which commemorates his thirty-five years' service in his church. The little volume contains many reminiscences of wide human interest and there is a notable

absence of thoughts that one could appraise as dusty and musty theology. The whole work expresses his faith in average men and women. One sentence may well be taken as the motto of the book: "It is better to do something and make failures, than to be good and do nothing."

Knopf Columbia University Poetry Prize Awarded

ALFRED A. KNOPF established last year the custom of giving a prize publication to the best book of poetry submitted from a Columbia University student. Last year "Cobblestones" by David Senter won the prize. Charles Wagner won the prize this year with his "Poems of the Soil and Sea."

A New Publishers' Club

A LUNCH club for members of the various publishing organizations located near Fourth and Fifth Avenues is to be opened on January 3d at 29 West 30th Street. The club will be known as "The Book Club," and its organization is due to the initiative of J. W. Hiltman, President of the National Association of Book Publishers, who has felt that a noon hour gathering place for staff members, where attractive and yet inexpensive luncheons could be had would be a great advantage to the publishing organizations.

Miss Luella Wright, who has had a long experience in New York catering, has leased in her own name a second floor location with large front windows looking onto 30th Street, the next door east of Madison Avenue. There is seating capacity for nearly 200. Membership from among the publishing offices is to be had at 50c a month or \$5 a year.

The rooms will also be available for evening meetings of any book-trade group. There is a smoking room for the men and a rest room for women. Movable partitions make it possible for committees or other groups to have separate table space as desired.

A house committee will be organized to give a more personal touch and intimacy to the organization, with a representative on the committee from each of the large houses in the neighborhood. Robert McGlaughlin of the Publishers' Association will serve as chairman of this committee for the first year.

KNUT HAMSUN'S "Dreamers" will soon be seen in motion pictures according to a recent announcement of the Swedish Biograph Company. "Pan" and "Growth of the Soil" have already been successful pictures in England but "Dreamers" will be the first of Hamsun's works to be shown on the screen in this country.

“Outlines”

A Striking Feature of Recent Publishing Enterprise

THE publication of H. G. Wells's “Outline of History” started a succession of books of this type, the development of which it is interesting to trace.

As was recorded in the PUBLISHERS’ WEEKLY of March 11, 1922, Professor Henry S. Canby, editor of the *Evening Post Literary Review*, at a dinner with Wells at the Reform Club in London in 1919, suggested that Wells write a comprehensive Anglo-Saxon History. Wells replied that such a work should include the countries from which the race sprang, and, to be entirely comprehensive, should contain an account of the very beginnings of man, or, better, the beginnings of life on this planet. Professor Cunliffe of Columbia University, who was present, remarked that such a history would be read by every high school student in the United States, and added that there were nearly 100,000 students in this country. Wells said that was surely a good audience to begin on. This talk, tho not the real origin of the “Outline” which had before been under way, doubtless helped to stimulate and shape the work. George P. Brett, head of the American Macmillan Company, five years earlier brought before Wells a suggestion for a work of similar character.

Such an extensive piece of work as the “Outline” was obviously too great an undertaking for any one man, and Wells, following the example of Herbert Spencer, a generation before, in his “Descriptive Sociology,” gathered about him a corps of experts whom he frequently consulted for up-to-date knowledge of history in their several fields. When differences of opinion developed Wells candidly stated them in footnotes, which were later utilized in the text in the revised edition.

“The Outline of History” was published simultaneously in England and America in the fall of 1920. In England the work was first published in twenty fortnightly parts, at one shilling twopence, and later was obtainable in a two-volume edition at forty-five shillings, both being published by Newnes. Cassell also published a one-volume edition with fewer illustrations. In America the “Outline” was first offered in a two-volume edition at \$10.50. A one-volume “Educational Edition” was put on the market during the fall of 1921 for \$5. In America the work was published by Macmillan, and already approximately a half million copies have been sold in this country, which added to the 150,000 sets sold in parts in England and the large volume sale there,

probably brings the total number of sets sold close to one million.

H. G. Wells has just completed “A Short History of the World,” which he says should be read as tho it were a novel. This new work is not a condensation of his “Outline of History,” it was written by Wells alone, is primarily about man, and all else is of secondary importance. There are 200 half-tone illustrations and many maps. The work is published by Macmillan in one volume at \$4.

Another recent work of outline character is the remarkable “Story of Mankind” by Hendrik Van Loon. The book was first written by the author for the instruction and amusement of his own children and was later published upon the advice of friends. An early form of the “Story of Mankind” was published by McKay, under the title “The Short History of Discovery,” which was an experiment of Van Loon's in the teaching of history by illustrations, and was, in presentation, a criticism of the usual methods. Later a volume entitled “Ancient Man,” as published by Boni & Liveright, was intended by Van Loon as the first of a series of eight or ten volumes, but the publishers advised a one-volume work, and as a result the “Story of Mankind” was produced. Van Loon was awarded the 1921 Newbery Medal for the best child's book of the year.

An attractive feature of the work is the type of illustrations, simple pen and ink drawings by the author. The “Story of Mankind” has been received with enthusiasm, and from all reports adults enjoy it as much as children. The work is published by Boni & Liveright, and over 75,000 of the one-volume cloth bound edition at \$5 have now been sold. Another edition has just been put on the market in a full-grained blue leather “Holiday Edition” at \$7.50.

Following the success of Wells's “Outline of History,” the “Outline of Science” was projected by the publishing house of Newnes in London. Professor J. Arthur Thomson acted as general editor, and in this case the work is a collection of unsigned articles by specialists in the several fields, except in the case of the article on “Psychic Science” by Sir Oliver Lodge. The work was published in twenty weekly parts by Newnes, parts 1-19 retailing at one shilling twopence and part 20 at one shilling sixpence. Newnes, instead of issuing the usual trade cloth bound edition, made arrangements with binders, to whom

purchasers were referred, so that the parts could be obtained in bound form at about forty-five shillings. Newnes then sold the English rights to the Waverly Book Company, who are offering two-volume editions on payment of so much per month, in two styles, half levant at sixty-three shillings, and three-quarters Persian at seventy-three shillings. Messrs. Putnam, after considerable competition, purchased the American rights to the "Outline of Science." The American edition is in four volumes and originally retailed at \$3.75 per volume, but, after computing the full cost, Putnam's found it necessary to increase the price to \$4.50 per volume. Before this increase, however, they gave ample opportunity to all purchasers of early volumes to complete their sets at the original price. The American edition of the "Outline of Science" differs in many respects from the English one, altho the large size was necessitated by the use of the English illustrations, the paper is of a better quality, and the illustrations are printed on a special coated paper instead of being scattered thru the text as in the English edition.

Already nearly 30,000 copies of the "Outline of Science" have been sold in this country.

The success of this work in America induced the American publishers to suggest to the English publishers an "Outline of Literature" along similar lines. And such a work is now under way. This recalls Mrs. Botta's famous "Handbook of Universal Literature" of two generations ago, when she conducted in New York one of the most famous early literary salons in America. Modest as her "Handbook" was, it has continued thru all these years, was revised in 1902, and is still published by Houghton Mifflin. Shaw's "History of English Literature" was the best early treatment of the subject and was used fifty years ago by the colleges of the country. Later Professor Backus of Vassar College, afterward President of Packard Institute, revised this noteworthy work, added an American supplement and it is published to-day as "An Outline of Literature: English and American" by the American Book Company. The proposed "Outline of Literature," which will be published by Putnam, will be similar in form to the "Outline of Science," and arrangements are being made to secure the services of a capable editor who will assemble the material of the specialists who are already working in the several fields. Thus Brett's original suggestion to Wells has developed in turn the "Outline of History," "Outline of Science" and the "Outline of Literature," and it is notable that the series had its origin in an American publishing house.

Cancelation of All Contracts For Lloyd George's Memoirs Probable

THE announcement on December 16 that the New York Times and Chicago Tribune had canceled their contract for Lloyd George's "War Memoirs" because the ex-Prime Minister had sold to the Hearst newspapers the rights to a series of articles which will be published before the Memoirs has been followed by a great deal of discussion and some indignation.

The Times and Tribune officials claim that since David Lloyd George contracted with them to deliver the Memoirs with as little delay as possible he is not living up to the letter of the contract if he devotes considerable time, as would be necessary, to the writing of thirty short articles. They also believe themselves justified in contending that the value of the Memoirs will be considerably lessened by the previous publication of other articles. Tho, perhaps, Lloyd George may not have departed from the letter of the contract they contend that he has not adhered to the spirit of it—that the understanding distinctly was that the Memoirs should be the first articles by him to appear in American newspapers.

Lloyd George agreed to the cancelation and stated that he did not think he had in any way failed to live up to his agreement but that he did not desire to hold anyone to a contract which he felt he had violated.

These first developments were followed by the news that Funk & Wagnalls Company, the American purchasers of the book rights to the Memoirs, held a directors' meeting to discuss cancelation of their contract. No decision was reached at the first meeting so that action on the matter is still pending.

The New York papers on December 18 reported that Sir William Berry, head of the London Sunday Times and of Cassell & Company, book publishers, had also canceled the serial and book rights for England and that an annulment of all contracts is under way.

Lloyd George announced, while he was still Prime Minister, that all the profits of the Memoirs would be given to charity. Many of the London papers, and especially the Daily Herald, the labor paper, insinuate that he now regrets his generosity and is not sorry to have the contracts canceled. He gives as a reason for writing the new series of articles that he is "a poor man" and must depend upon his writings for a livelihood. The English editors point to the fact that he had an annuity of \$10,000 dollars left him by Carnegie and that it can scarcely be considered honorable to profit by commercializing the faith expressed by the British public when it elected him to the most important position in the Empire.

Books in Demand at the Public Library

THE following were the most popular books at the public libraries during the month of October, according to the list in the December number of the *Bookman*, compiled by Frank Parker Stockbridge in co-operation with the American Library Association.

FICTION

- This Freedom. By A. S. M. Hutchinson. *Little, Brown.*
Robin. By Frances Hodgson Burnett. *Stokes.*
Babbitt. By Sinclair Lewis. *Harcourt, Brace.*
The Breaking Point. By Mary Roberts Rinehart. *Doran.*
If Winter Comes. By A. S. M. Hutchinson. *Little, Brown.*
The Glimpses of the Moon. By Edith Wharton. *Appleton.*
Gentle Julia. By Booth Tarkington. *Doubleday, Page.*
The Country Beyond. By James Oliver Curwood. *Cosmopolitan.*
Certain People of Importance. By Kathleen Norris. *Doubleday, Page.*
The Vehement Flame. By Margaret Deland. *Harper.*

GENERAL

- The Outline of History. By H. G. Wells. *Macmillan.*
The Story of Mankind. By Hendrik W. Van Loon. *Boni & Liveright.*
Mind in the Making. By James Harvey Robinson. *Harper.*
Outline of Science. By J. Arthur Thomson. *Putnam.*
The Americanization of Edward Bok. By Edward Bok. *Scribner.*
Outwitting Our Nerves. By Jackson and Salisbury. *Century.*
Queen Victoria. By Lytton Strachey. *Harcourt, Brace.*
The Conquest of Fear. By Basil King. *Doubleday, Page.*
Painted Windows. Anonymous. *Putnam.*
Books and Characters. By Lytton Strachey. *Harcourt.*

The Atlantic Bookshelf

THE notable new books which have been placed upon the *Atlantic Monthly's* Bookshelf and so are reviewed in the December number are:

- The Life and Letters of Walter H. Page. By Burton J. Hendrick. *Doubleday, Page.*
Printing Types, Their History, Forms and Use. By D. Berkeley Updike. *Harvard University Press.*
Memories of a Hostess. By M. A. DeWolfe Howe. *Atlantic Monthly Press.*

The Three Lovers. By Frank Swinnerton. *Doran.*

The Bright Shawl. By Joseph Hergesheimer. *Knopf.*

A Critical Fable. Anonymous. *Houghton Mifflin.*

The Voyages of Doctor Dolittle. By Hugh Lofting. *Stokes.*



Best Sellers Last Month

Compiled and arranged in the order of their popularity from exclusive reports of leading booksellers in every section of the country.

FICTION

- This Freedom. By A. S. M. Hutchinson. *Little, Brown.*
Babbitt. By Sinclair Lewis. *Harcourt, Brace.*
The Breaking Point. By Mary Roberts Rinehart. *Doran.*
Fair Harbor. By Joseph C. Lincoln. *Appleton.*
Rough-Hewn. By Dorothy Canfield. *Harcourt, Brace.*
One of Ours. By Willa Cather. *Knopf.*
Simon Called Peter. By Robert Keable. *Dutton.*
Certain People of Importance. By Kathleen Norris. *Doubleday, Page.*
Captain Blood. By Raphael Sabatini. *Houghton, Mifflin.*
Glimpses of the Moon. By Edith Wharton. *Appleton.*
The Country Beyond. By James Oliver Curwood. *Cosmopolitan.*
The Bright Shawl. By Joseph Hergesheimer. *Knopf.*

GENERAL LITERATURE

- Outline of Science. By J. Arthur Thomson. *Putnam.*
The Outline of History. By H. G. Wells. *Macmillan.*
Story of Mankind. By Hendrik W. Van Loon. *Boni & Liveright.*
Mind in the Making. By James Harvey Robinson. *Harper.*
Practice of Autosuggestion. By C. Harry Brooks. *Dodd, Mead.*
The Life and Letters of Walter H. Page. By Burton J. Hendrick. *Doubleday, Page.*
Letters of Franklin K. Lane. *Houghton, Mifflin.*
Self Mastery Through Conscious Autosuggestion. By Emile Coué. *American Library Service.*
Diet and Health. By Lulu Hunt Peters. *Reilly & Lee.*
Americanization of Edward Bok. By Edward Bok. *Scribner.*
Revolt Against Civilization. By Lothrop Stoddard. *Scribner.*
Etiquette. By Emily Post. *Funk & Wagnalls.*

AMERICAN FIRST EDITIONS

A Series of Bibliographic Check-Lists*

Edited by Merle Johnson and Frederick M. Hopkins

THIS week's space for the Bibliographic Check-lists is given up to a bit of breath-taking and stock-taking. It is not necessary to repeat our profession of faith on starting the series; enough encouragement is seen in the results of the lists published so far in the way of service to collector and dealer to justify their continuance.

The greatest problem encountered so far is the status of foreign authors who come to live and be published in America, as McFee, LeGallienne, Seton and Roberts, or American authors abroad, as Henry James and Ezra Pound. Our simplification complex is offended at the idea of duplication of titles in one author's first editions, and, if no one wiser than ourselves comes along in the meantime, we shall try to indicate dividing points with the best show of reason and authority we can muster.

The idea of these lists being service to collectors and dealers, we will try to include such American authors as are now being actively collected. We earnestly request that readers send us corrections on published lists, and, at the same time, we will be glad to have volunteers for compiling such lists as are not already in hand.

ERRATA AND ADDITIONS

These corrections and additions, together with facsimile signature for each author, will of course be properly incorporated in the published volume of the lists.

Tarkington—List No. 1

MONSIEUR BEAUCAIRE, 1900.

Publisher's Seal, page after text, ½ in. across.

PENROD, 1914.

Bound in light blue "linen mesh" cloth; measures 1¼ in. full across top of covers.

THE MAGNIFICENT AMBERSONS, 1918.

First binding red-brown—second binding much darker.

ALICE ADAMS, 1921.

First binding red-brown.

"The Kisses of Marjorie," and perhaps other work of Mr. Tarkington will appear in the "Seawood" edition of 16 vols.

Stephen Crane—List No. 2

The story in the "Lanthorn Book" is not 1st edition there: its chief interest lies in the fact that some copies were signed, and Crane signatures are rare.

Woodrow Wilson—List No. 3

In the footnote should be "President Wilson's State Papers and addresses [1917].

Howard Pyle—List No. 4

In the footnotes—"The Soul of Melicent" and "St. Joan of Arc" do not have dates on title (—see Cabell & Clemens for descriptions.) Also the publication of Howard Pyle's "Book of the American Spirit" has been postponed until 1923, altho the book has been printed.

Hearn—List No. 5

In the Footnotes—Noguchi, not Noguchu.

Cabell—List No. 6

THE CORDS OF VANITY, 1909, not 1905.

It might be said that all of the items listed in the footnotes come in limited signed form as well as regular editions.

Mark Twain—List No. 8

In the top-note "True Story"—not "True Glory."

THE ADVENTURES OF TOM SAWYER, 1876.

"Versos" not "Verses." The book measures 1 inch across top of covers.

A TRAMP ABROAD, 1880.

"Moses" not "Morses."

THE MAN THAT CORRUPTED HADLEYBURG, 1900.

Measures 1⅜ inches across top of covers.

In Footnotes—in describing "Sketches Number One" [1874], the cryptic number 1601 crept in—this has no connection with the "sketches." 1601, or more properly, conversation as it was at the Fireside of Queen Elizabeth, date 1601.—exists in a first edition of half a dozen copies, and numerous reprints, including a facsimile edition of 110 copies.

ABROAD WITH MARK TWAIN AND EUGENE FIELD, 1922, is by Henry W. Fisher.

Frederic Remington—List No. 11

THE BOOK OF THE INDIAN (Garland), 1922.

While printed, has had the publication date postponed to 1923.

F. Hopkinson Smith—List No. 12

THE OTHER FELLOW. Boston, 1899.

Edna St. Vincent Millay—List No. 14

TWO SLATTEKNS AND A KING. Cincinnati [1921].

THE BALLAD OF THE HARP-WEAVER. New York, 1922.

Special edition, five copies on Japan paper.

Reminiscences of a Book Scout

By Joseph J. Barton

XVII. LET HEAVEN BE YOUR GUIDE

EVERYONE knows business has not been very good this fall. The other morning the postman brought a bunch of mail that was very prosaic and not at all bankable. There was a fat letter from our eldest son who is away at school. When I had disposed of the other things I leaned back in my chair, opened son's letter and started to read.

There were eight pages of it, and he told all about how "WE" licked Centre 24—10 and what "WE" were going to do to Yale on November 25th, and about an interesting trip with some other fellows over to Concord and Lexington, and that he was going to take Ec-5 and Phil-1 and how beautiful the weather was, page after page, and still I didn't come to it. I knew it would be there, and on the next to the last page, it appeared. He had met a perfectly wonderful girl, and she had hazel eyes and a glint of chestnut in her hair. Um! Yes, I know that kind, and she had invited him to come to Northampton and he didn't think his overcoat would hardly do, and he certainly could not dance in those shoes. There was a long list of things he really must have before the first of the year, and when I laid his letter down it came to me that what I needed, was to find a flock of first folios at about twenty-five cents each. As I walked down the street towards the car line I tried to decide where I should go. Recently I had been all over my usual routes without any startling results, and by the time I reached the corner I decided to "let heaven be my guide" and take the first car that came along, whether it went north or whether it went south.

The south bound car came first, and I formed a plan to ride to the terminus of the line and then take the first car out to its terminal, and so on, and at the final terminal there would be a lot of good books.

This plan took me first to Newark, then thru Bloomfield, Montclair and Maplewood, to Morristown. This wasn't the end of the line, but it was getting toward lunch time and I was hungry, and thought Providence was taking me a long journey and I would stop here, anyhow. I do not know one street from the other in Morristown, but on the Main Street where the trolley cars run, there is a little shop where they sell all kinds of second-hand articles. In an old

black oval frame standing over in one corner I found an excellently preserved sampler which stated that "This was made by Susannah Gorham, aged nine years, and finished August 9, 1741," and as the owner of the place only wanted twenty-five cents for it, I took it out of the frame, folded it up nicely and put it in my inside pocket. I also bought two of Currier & Ives' Fox-Hunting prints, three or four good volumes of out of print fiction, and two nice items entitled "The Wonderful History of the Morristown Ghost" by David Young, 18mo. bds. Newark 1826, and "The Original and Present State of Man, by Jos. Phipps, Printed By Isaac Collins, Trenton 1793." The whole collection was considerably better than what one would ordinarily find, but far short of what might be considered a good day's work. I visited several other places with no pleasant results, and worked back homeward, stopping in Montclair and Newark, purchasing some unimportant but saleable items in both places.

Two or three days later I was in New York and met a bookseller who gets over into my territory once in awhile, and he asked me where I had been lately, and if I had found anything worth while. I told him I had not found much of anything, but had made a trip over as far as Morristown on Monday; and he replied, "Is that so? I was over to Boonton on Monday" (which is the terminal station on that trolley line) "and I made a wonderful find. You know that place over by the viaduct where they never have anything" (but they *do*, sometimes) "Well, when I got there the place was locked with a notice on the door that he would return at 1.30 P. M. While I was trying to get an idea thru the door whether it was worth waiting an hour, an old lady joined me, and she also read the notice, and like all old ladies, was inclined to be communicative. 'Isn't it too bad?' she said, 'I have come a long way and I do not feel like waiting or coming again, and I wanted to ask him if he would come and buy some old books of mine.'

"I told her I was in the book business and I had come to Boonton from New York to see if I could not buy some stock, and if she desired I would be glad to look at what she had. She was quite old and moved very slowly; it seemed about a mile an hour, but perhaps I was impatient to get to where the books

were. She told me, on the way, most of the story of her past life. I remember she said she was the daughter of the Vicar of Bullhampton, or some such place, and she had left England shortly after her marriage and many of the books had belonged to her father. Now she was almost a cripple, her husband was dead, she was all alone in the world, and was giving up her big house and was going to an Old Ladies' Home for the balance of her days, and that the books had been moved to the cellar where they would be easy to look at."

"I was surprised to find such a pleasant cellar, electrically lighted, dry and clean. Books, I should say there were books. I got a wagon load of saleable stuff; the best thing was an old portfolio that had in it the whole twenty-four parts, in good condition, of Thackeray's 'The Virginian' in the original yellow wraps, uncut, 1857-1859." And then he babbled on and on about Geo. Borrow and Meredith and Hardy first editions.

But I only half heard him. My mind was busy with time and trains and trolley cars.

If, instead of stopping in Morristown, I had gone on to Boonton, would I have met the old lady, or would there have been any old lady that day? Was this old lady sent to meet me? and if so, why did she meet the other fellow? and—well, anyway, something like that always happens when one interferes with the workings of Providence.

Stevenson Poem from Tahiti

THE Stevenson Society of New York was the host of three natives of Tahiti who recently came to the United States with an unpublished poem by Robert Louis Stevenson. One of the men is the son-in-law of Stevenson's friend, ex-Governor Donat for whom the poem was written. The poem was written to thank M. Donat for his many gifts and kindnesses to the poet. It reads:

"Threefold, my Donat, threefold dear thy gifts:
Dear, firstly, being welcome in themselves;
Next, for remembrance of enchanted isles;
And last and most, my Donat, being thine.

Blank verse, I know, in Gallic ears
A mighty senseless sound appears.
Ah, Donat, I lack space and time
To put thy kindness into rhyme."

There was besides the poem a letter from Stevenson to M. Donat. It is quite likely that these two bits of Stevensonism may be added to the collection at Saranac Lake.

Free Gratis

OFFICE BOY—"Say, Boss, what is free verse?"

COUNTRY EDITOR—"Poetry clipped from the exchanges, William."—*Judge*.

The Brotherhood Elects Officers

THE Brotherhood of Commercial Travelers, that "ancient and honorable old guard" of the book-trade, held its annual meeting on December 6th and elected the following officers for 1923:

President, William Haldane

(with Barse & Hopkins)

Vice-President, Joseph F. Greene

(with Little, Brown & Co.)

Secretary and Treasurer (unopposed), John Hovendon.

The annual banquet will be given at the Waldorf-Astoria on Thursday evening, December 28th, the entrance fee being ten dollars per plate.

Lightning Conversation Calculator

DINNER table conversation for the tongue-tied is supplied by Stewart's chart which divides the dinner into its various courses and suggests an "open sentence," the probable reply and helpful facts for a discussion of the subject. The card is published by Doran and the chart is from Donald Ogden Stewart's "Perfect Behavior," a parody outline of the numerous etiquette books now on the market. Two of the topics will serve to give some idea of the Calculator.

1. Cocktails

You say to the partner on your right: "What terrible gin!"
She (he) replies: "Perfectly ghastly."

This leads to a discussion of: Some Aspects of Alcohol.

1. An oyster soaked in alcohol becomes quite rigid in eleven minutes.
2. Senator Volstead was born Sept. 4, 1869.
3. Alcohol, if taken in too great quantities often produces internal disorders.

2. Salad.

You say to your partner at your right: "What is your favorite salad?"

She (he) replies: "I don't know, what's yours?"

This leads to a discussion of: Favorite Things.

1. Richard Barthelmes is married.
2. B. V. D. stands for "Best Value Delivered."
3. Amy Lowell is fond of cigars.

This is a new and interesting venture in book advertising and, for this type of work, should be successful. Doran will supply the chats as place cards for dinner parties.

A Ukrainian Bookshop

THERE is on the East Side of New York a Ukrainian Bookshop which is remarkable because, tho ninety-nine per cent of the Ukrainian immigrants in the United States are laborers, the quality of the books dealt in is surprisingly good. Practically all the books carried in the shop are of real worth. The fiction and poetry possess real literary value, there being among the list of translated works of fiction the names of the following authors, Knut Hamsun, Ibáñez, Kipling, and Upton Sinclair. Political books and pamphlets are numerous and indicate the popularity of theoretical and critical discussions of government among the Ukrainian immigrant readers.

Kipling Manuscript Offered at 840 pounds

MESSRS. SOTHERN, London, are offering for sale what is claimed to be the earliest unpublished manuscript of Rudyard Kipling. The price of the twelve-page manuscript is £840. It is the satire of an Anglo-Indian Society entitled "At the Pit's Mouth. Personal Recollections of Duncan Parreness. Translated by R. K." The story was written in 1884. Messrs. Sothorn purchased the manuscript from a woman who had unsuccessfully tried between 1911 and 1914, to get Kipling's permission to publish it. He offered to buy the manuscript but was refused. The copyright belonged, in law, to Kipling and whoever purchased the manuscript could not publish it.

Plays by Radio

THE people of Cincinnati, instead of going to the theater, now enjoy plays by radio. Mary MacMillan, on November 9, read the part of Nancy in her one-act play, "A Fan and Two Candlesticks," to 25,000 radio enthusiasts. The other parts in the play were read by two men while a third man explained the "business." The experiment was such a great success that the Crosley Company plans to make playreading a definite feature of its programs. Lawrence Langner's "Matinata," from his book, "Five One-Act Plays," recently published by Stewart Kidd, will be broadcasted November 24th.

Hints to Growing Authors

DO not despair if at first you meet with failure. Remember that there is no royal road to literature. Here are some facts that will serve to hearten you in your work:

Bernard Shaw had to wait six weeks before he made his first thousand pounds.

Before Rudyard Kipling bought his first steam yacht he was paid only eighty cents a

word for his stories.

"It took me two whole years," said Frank A. Munsey, "before I could save up enough money to buy a paper that would print my stuff."

"I had to wait for nearly four weeks," said Booth Tarkington, "before the first ten thousand dollars for one of my short stories was sent to me. Fortunately we were well supplied with canned vegetables."

Mary Roberts Rinehart at first refused to speak of her early struggles, while the tears coursed down her cheeks. All that she could murmur was: "It's the first fifty thousand that's the hardest."

T. L. M. in *Life*.

Children's Theater Opens

THE new playhouse of the Heckscher Foundation for Children was formally opened last week when the children acted in an arrangement of episodes unifying Will Pogany's fairy murals, which cover the walls, with the living elements of the drama. Augustus Thomas made the address of dedication and mentioned that the Children's Theatre had long been a dream and had at last come true. The "Snow Queen" will be the next production and will be followed by three other plays during the season.

Oregon Writer's League Meets

THE Oregon Writers' League opened the first of its fall meetings with a "Poets' Night" in honor of Mary Carolyn Davies, who had just returned to the West after a long Eastern trip. Miss Davies read selections from her new volume of poetry, "Out of the West," which is soon to be published. Grace E. Hall, Frances Gill, Anthony Euwer and Hazel Hall also read some of their most recent poetical works.

An interesting feature of the banquet was the fact that there were present representatives of three out of the four factors in the business of book producing and distributing: the writer, the publisher, and the bookseller. Representing the publishers were H. L. Allison of Putnams and Emil Heikel of Appletons. John T. Hotchkiss, of the J. K. Gill Company, made a brief address in which he referred to poets as the standard bearers of the ideal and as a valuable asset in the life of the nation. "The J. K. Gill Company realizes this need so clearly," said Mr. Hotchkiss, "that we are setting aside a definite place in our new quarters that is to be officially christened by the Oregon Writers' League 'The Poets' Corner.' It is to be a spot where poets, literary folk, and their friends may meet and exchange greetings, and from which the spirit of idealism and the concept of beauty may go out to the four corners of the globe."

Director of Cassell's Retires

SIR ARTHUR SPURGEON will retire this month from the post of managing director and general manager of Messrs. Cassell & Company, Ltd., London. In 1905 it seemed certain that the famous publishing house was headed for financial ruin, and the company's own shareholders and officials were in favor of closing up the business and saving as much as possible out of the wreck. At this crucial moment Mr. Spurgeon accepted a position as head of the concern and in a few months the affairs of the company were in better shape. The prosperity of Cassell's has been increasing ever since, so that it now has resumed its old leading position in the English booktrade.

During the war, Sir Arthur Spurgeon was an important member of the Royal Commission on Paper and Paper-making. He is also an authority on copyright, having written several authoritative books on the subject. After his retirement he expects to devote his time to other writings and civic work in his native county of Norfolk.

Thomas Young, who has been associated with Cassell's for fifteen years, will become chairman of the concern, and Bain Irvine, who has been active in the company for fourteen years, becomes Managing Director.

Some New Bibliographies

THE first volume in the Centaur series of "Bibliographies of Modern American Authors," published by the Centaur Bookshop, Philadelphia, is one devoted to Joseph Hergesheimer, a beautiful little volume printed at the Torch Press, of which 335 copies were made. The volume has an excellent frontispiece portrait of Mr. Hergesheimer with facsimile autograph, an introductory foreword by him and a preface by the editor, H. L. R. Swire. The material is given in great detail, including not only book publications but contributions to books, contributions to periodicals and a list of critical essays that touch on Mr. Hergesheimer. The publishers plan a series of these books, and nine other authors are listed in their present program.

D'Annunzio Considering American Tour

GABRIEL D'ANNUNZIO is said to be planning a trip to America to present Italy's case before the American people. The tour under consideration would be very similar to Clemenceau's. D'Annunzio is at present busy writing three books dealing with the political progress of the Italian people. When this work is finished he will make public his decision upon the tour.

New Officers Appointed

AT a meeting of the Board of Managers of The Woman's National Book Association, on December 4, the new president, Marion Cutter, of the Children's Bookshop, read the following list of appointments for the new year:

Virginia S. Cowper, 1st Vice President.

Annie Fellows, 2nd Vice President.

Madge Jenison, Chairman of the Dinner Committee.

Effie Huebly, Chairman of the Entertainment Committee.

Annie Fellows, Chairman of the Out of Town Membership Committee.

Edith Jackson, Chairman of the Local Membership Committee.

Mrs. John Sherwood, Chairman of the Employment Committee.

Belle M. Walker, Chairman of the Publicity Committee.

Miriam Lone, Secretary.

Record of American Book Production, November, 1922*

CLASSIFICATION	New Publications		By Origin				
			English and other Foreign Authors				
	New Books	New Editions	Pamphlets	American Authors	American Manufacture	Imported	Total
Philosophy	26	2	7	28	4	3	35
Religion	74	2	25	84	4	13	101
Sociology	37	5	28	65	2	3	70
Law	7	—	1	7	—	1	8
Education	5	—	8	2	—	1	13
Philology	5	2	4	6	2	3	11
Science	26	2	45	57	2	14	73
Technical Books ..	18	—	7	20	—	5	52
Medicine	23	6	1	22	—	8	30
Agriculture	3	1	3	7	—	—	7
Domestic Economy..	5	—	1	6	—	—	6
Business	12	—	9	18	—	3	21
Fine Arts	6	—	1	4	2	1	7
Music	5	—	—	3	—	2	5
Games, Sports	8	2	—	9	—	1	10
General Literature..	31	8	3	27	6	9	42
Poetry, Drama	36	7	2	28	9	8	45
Fiction	54	78	—	90	32	10	132
Juveniles	64	9	—	57	10	6	73
History	39	3	6	27	3	18	48
Geography, Travel..	24	1	13	28	5	5	38
Biog., Genealogy...	43	1	1	24	12	9	45
Miscellaneous	1	—	9	10	—	—	10
	552	129	174	639	93	123	855

* In November, 1921, 496 new books, 48 new editions, and 89 pamphlets were recorded, a total of 633.

Coué and Salesmanship

COUÉ's ideas on auto suggestion as a course in modern selling is the subject of an interesting article by Paul Sartous in *Printers' Ink*. The statement that "our actions spring not from our Will, but from our Imagination" is particularly applicable to selling and advertising. Experts are discovering that men can't do creative thinking, or remember a name, or go to sleep by will power—can't force out stage fright or a headache. A sale cannot be made by a salesman willing to make it. One of Coué's discoveries is that you can't hypnotize a person against his inclination. When you attempt to "hypnotize" a man into buying you succeed only in stirring up a mental conflict. But if the imagination is aroused and then a few suggestions insinuated results naturally follow. Such phrases as "How much longer are you going to cheat yourself by not handling my line?" and "You can't afford to disregard my goods" make the average man decide to cheat himself for years. When a salesman appeals to the imagination of the customer by making him visualize the beauty or usefulness of the article the sale is as good as made. However, too many images at one time should be avoided. "Every thought entirely filling our mind becomes true for us and tends to transform itself into an action." Advertisements and selling talks that give many images at one time scatter the thoughts among so many attractions that the customer doesn't know where to begin—and so does not buy at all."

Celebrates Mark Twain's Birthday

THE famous old Church of St. Marks-in-the-Bouwerie, in New York City, celebrated Mark Twain's birthday last week, with Thomas Masson, former editor of *Life*, Ellis Parker Butler, Don Seitz and others paying tribute to the memory of the great humorist. Dr. William Norman Guthrie, rector of the church, told the audience that this was the first church that had honored Mark Twain as a religious factor by annually celebrating his birthday. "Humor is an essential part of religion," Dr. Guthrie said. "Mark Twain was an American of Americans; he was the incarnation of all that is good and bad in us as a people. His wit, despite what some persons have considered vulgarity, has been a stimulant and prophylactic in the life of our country. He was one of the great American prophets and shares foremost honors abroad with Whitman and Emerson."

Business Book Promotion

THE secretary of the National Association of Credit Men, who has done a great deal to emphasize the importance of business books for business men, has developed the idea of having a special department on business books in the *Credit Monthly*, the national organ of the Association. The *Monthly* has about 35,000 circulation, going to almost every business community of the country. The *Monthly* during January, February and March will carry special pages on business books with articles on their importance. Frank A. Vanderlip, is writing the first article, and reviews of current or standard books will follow. The department will have the general heading, "Reading Good Business Books is Good Business."

A Directory of French Literature and Art

THE "Annuaire des Lettres et des Arts" is a volume of 470 pages, containing a great deal of information of interest to writers, painters, editors and musicians. There is a most complete list, of 235 pages, of French writers which gives the address of the author and lists all his published works with the date of publication. There are similar lists of musicians, sculptors, dramatic and lyric artists, painters, architects, and editors of literary, artistic and musical periodicals. Another section is devoted to literary and art associations. Theaters, concerts and music-halls are listed and the types of entertainment indicated. Literature and art courses are included with the prices and qualifications. There is also a complete list of the newspapers, reviews and periodicals published in France. Still another section contains a list of the book shops in France and also includes the names and addresses of important book shops in foreign countries which deal in French books. The "Annuaire" gives a large amount of general information besides that which is given under these main headings. The sole agent for America is The International Press Clipping Service, Quebec, Canada.

Francis Brett Young to Lecture

ANOTHER of the younger English writers, Francis Brett Young, will visit America this winter and deliver a series of lectures. Mr. Young has had a number of novels published in this country, "The Young Physician," "The Tragic Bride," "The Black Diamond" and "The Red Knight." John Masefield recently said of Francis Brett Young, "He has the most beautiful mind among the young men now writing English . . . and an abundant sense of life."

A Week's Gleanings of Book-Trade News

SHERWOOD ANDERSON'S "Many Marriages," which is appearing serially in *The Dial*, will be published early in 1923 by Huebsch.

REBECCA WEST, author of "The Judge," one of the outstanding novels of the year, has completed arrangements with Lee Keedick for a lecture tour of the United States and Canada beginning November, 1923.

UNIVERSITY JOURNAL OF BUSINESS is another collegiate attempt to bring into closer relationship business education and practical business affairs. The first number, November, will have an introduction by Leon C. Marshall, Dean of the School of Commerce and Administration.

THE PURCHASE AND MAINTENANCE of household equipment is the subject of "Cheating the Junk-pile," by Ethel R. Peyser, published by Dutton. The book explains how to buy and care for things required in the home so as to reduce the cost and trouble of living.

A FICTIONAL HISTORY of the universe is the publishers' description of "The Long Journey" by Johannes B. Jensen which will be published in five volumes by Knopf. Two other interesting books from the same publisher which will appear early in 1923 are "The World in Pale Face" by George Jean Nathan and "The Road to the Open" by Arthur Schnitzler.

THE FIRST AMERICAN PUBLICATION of "John Ruskin's Letters to William Ward" has just been announced by Marshall Jones. The only other publication of the "Letters" occurred in England several years ago when a limited edition of thirty copies was published. Seventeen letters containing pen and ink sketches are reproduced in facsimile.

ST. JOHN ERVINE, the Irish author and playwright, has written a new play, "Mary, Mary, Quite Contrary," which will be published soon by Macmillan.

AT A TIME WHEN the attention of the world is again focused upon the Levant, the struggle between the Orient and the Occident assumes new importance. "A Short History of the Near East," by William Stearns Davis, outlines the whole historic picture of its tangled past. The work will be published by Macmillan.

HARVARD UNIVERSITY is using Alfred Noyes' narrative poem, "Watchers of the Sky," for supplementary reading in astronomy courses.

MICHAEL SADLEIR has written a new novel, "Rockawon," which Putnams will publish in the spring.

THE DRAMATIZATION of Fannie Hurst's "Humoresque" has been completed and the play will open in Atlantic City on Christmas Eve with Laurette Taylor in the mother rôle.

A LIMITED EDITION of "The Curtain of Forgetfulness," a volume of sonnets, by the late William Lindsay will shortly be published by Houghton Mifflin. Mr. Lindsay was prominent as a banker, manufacturer and writer. He retired from active business in 1904.

A BOHEMIAN TRANSLATION of Forman's "History of the United States" has been published by the National Printing Company. This translation, of recognized quality, is of value in Americanization work.

PRESIDENT HARDING, in a letter to Dorrance & Company, tells of his pleasure in receiving from Sherman A. Cuneo a specially bound copy of "From Printer To President." The pressmen and binders took particular care in producing the copy, and the President wished to thank them for their interest saying that the volume is a deeply prized possession.

LUIGI PIRANDELLO'S "Six Characters in Search of an Author" was produced last winter in Rome and London, this year it will be put on the stage in Paris, Berlin and Munich, and is now playing in New York at the Princess Theatre. Pirandello has for several years been known abroad as a poet and short story writer as well as a dramatist and a volume of his plays has just been published by Dutton. The book contains besides "Six Characters in Search of an Author," "Henry IV" and "Right You Are! (If You Think So)."

JOSEPH CONRAD celebrated his sixty-fifth birthday December 6th. It is twenty-eight years since his first novel, "Almayer's Folly," was published. Conrad has spent all this year finishing his Napoleonic novel, "The Rover," which will be published early in 1923. The hero of this latest work is a retired pirate named Peyrol. The novel is less involved in form and more simple in effect than many of his other works.

Obituary Notes

ELIAS T. SILLS

ELIAS T. SILLS, the leading bookseller in Meriden, Conn., died in that city on December 5th. Born at Nottingham, England, in 1855, he came to America in 1880 and started a business that eventually grew to be one of the notable ones in the state of Connecticut. He is survived by his wife, whom he married in 1895 and who for twenty-seven years has been his business associate and partner.

HOWARD SHAW RUDDY

HOWARD SHAW RUDDY, associate editor of the Rochester *Herald*, died at his home in Rochester, N. Y., on December 13th, aged sixty-six. Thru his widely appreciated literary department of the *Herald*, with which he was connected for thirty years, he formed many close friendships with authors, including James Whitcomb Riley, Meredith Nicholson, Booth Tarkington and Eugene Field. His collection of rare prints and first editions is considered one of prime importance. He edited an anthology of American verse under the title of "Book of Lovers' Verse," which was published in 1899.

IRENE OSGOOD

IRENE OSGOOD, an American-born novelist who lived most of her life in England, died at her residence in Northamptonshire on December 12th. She was born in Virginia in 1875, and was married twice, her second husband being Robert Harborough Sherard, a nephew of the poet Wordsworth, whom she divorced in 1915. She was the author of "Servitude," "To a Nun Confessed," "A Blood Moon," "The Indelicate Duellist," "A Mother in Dreams," "Where Pharaoh Dreams," "Behind the Fan," "The Garden of Spices," "The House of Dolls," "The Idol's Passion," "The Chant of the Lonely Heart," and with Horace Wyndham she edited two anthologies of representative poems on the Garden and on Birds. All her books were published in England, only four being issued on this side with American imprint.

Personal Notes

FLOYD H. NOURSE, who has severed his connections with Hurst & Company and the Nourse Company, whom he has represented for the past eight years, will represent Hall Brothers, greeting card manufacturers, of Kansas City, in the New England territory.

ALEXANDER WOOLLCOTT, formerly dramatic critic of the New York *Times* and author of "Shouts and Murmurs" and "Mr. Dickens Goes to the Play," now has a book column, "The Reviewing Stand," in the New York *Herald*.

Communications

A SUGGESTION

New York City, December 15, 1922.

Editor, PUBLISHERS' WEEKLY:

I submit copy of a letter to-day to an esteemed bookseller west of this, from whom we hear two or three times yearly:

"Dear Sir:

Just a suggestion. Three postages on this transaction—eight per cent off the face of the bill of seventy-five cents—i. e., answering PUBLISHERS' WEEKLY ad. (sent to another address) entry on sales book, posting to ledger, postage on invoice, postage on receipted bill and so forth! Couldn't part of this be mitigated by remitting with the order?

Last week we had occasion to render a one-item bill for a set of books for over two thousand dollars—paid for by check and no receipt required. Figure out the per cent of overhead in comparison with the eight per cent on the other transaction!"

Of course, there is nothing like "system" and accumulating receipts for everything—but I make it a rule to write on statements paid by check, "No receipt required." It saves money in stamps—opening of unnecessary mail—and—*grey matter*.

J. R. ANDERSON.

Periodical Note

RHYTHMUS, a magazine of the new poetry, will make its first appearance January, 1923. The editors of the new periodical believe that, tho the interest in the poetry revival of recent years has been great, it has been limited to poets and *literati*. *Rhythmus* is planned to interest the potential audience among the large number of patrons of the other arts who should be reached by the movement.

The editors will pay a dollar a line for all poems published. Subscriptions are three dollars a year, single copies twenty-five cents. The address is: *Rhythmus*, 140 East 22d Street, New York City.

Business Note

CHARLOTTE, N. C.—A fire on Sunday morning, December 16th, almost totally destroyed the store of Brockmann & Company at 210 South Tryon Street. The loss is totally covered by insurance.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q. (4to: under 30 cm.); O. (8vo: 25 cm.); D. (12mo: 20cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tf. (32mo: 12½ cm.); Ff. (48mo: 10cm.); sq., obl., nar., designate square, oblong, narrow.

Titles beginning with an unimportant word are inverted to be listed under their subject when possible.

Allen, Frederick J.

The shoe industry. 415. p. il. pls. charts D [c. '22] N. Y., Holt \$4

Allen, Nellie Burnham

Geographical and industrial studies; North America. 14+391 p. front. il. pls. maps D [c. '22] Bost., Ginn \$1

Andrews, Clarence Leroy

The story of Sitka; the historic outpost of the Northwest coast, the chief factory of the Russian American company. 108 p. front. pls. D [c. '22] Seattle, Wash., Lowman & Hanford \$1.50

Anthony, Lotta Rowe

Anne Thornton, Wetamoo. 206 p. il. pls. D [c. '22] Phil., Penn \$1.50

The Woodcraft League stories, with Anne Thornton and her "queer quartette" together again at school.

Balance, T. Wanamaker

Devised crabs; a vaudeville act. 9 p. D (Denison's vaudeville sketches) [c. '22] Chic., T. S. Denison & Co. pap. 25c.

Barbee, Lindsey

Contents unknown; a comedy-drama of mystery; in three acts. 108 p. D (Denison's select plays) [c. '22] Chic., T. S. Denison & Co. pap. 35c.

Bascule, pseud.

Advanced auction bridge; with the latest Portland Club rules (1914) and numerous illustrative hands. 10+271 p. il. T '22 N. Y., Longmans, Green \$2.50

Batdorf, Edith Marguerite

The flower of friendship; making friends and keeping them. 38 p. D [c. '22] Phil., Dorrance bds. 50c.

Bateman, Henry Mayo

More drawings. 7+100 p. il. pls. Q '22 N. Y.,

Holt \$4

Humorous sketches by the famous English artist and member of the staff of *Punch*.

Beale, Joseph Henry

Cases on taxation. 511 p. O [c. '22] Cambridge, Mass., Harvard Univ. Press \$4

Berridge, W. S.

Marvels of the animal world. 359 p. il. pls. O [c. '22] Bost., Small, Maynard \$2

Observations and curious details about all sorts of birds, beasts, reptiles, insects and fish.

Bishop, Lt. Col. Giles, jr.

Lieutenant Comstock, U. S. Marine. 363 p. il. pls. maps D [c. '22] Phil., Penn. \$1.75

A recital of the experiences of Dick Comstock and his sister Ursula with the American Expeditionary Forces in France; the fourth in a series of stories about the American Marines.

Bitney, Mayme Riddle

The first day of school; a humorous entertainment. 24 p. D [c. '22] Chic., T. S. Denison & Co. pap. 30c

Blackledge, Katharine Treat

The jeweled serpent [fiction]. 258 p. D [c. '22] Bost., Cornhill \$1.25

Blanchard, Arthur A. and Phelan, Joseph W.

Synthetic inorganic chemistry; a course of laboratory and classroom study for first year college students; 3rd ed.; rewritten and enlarged. 9+326 p. figs. O [c. '22] N. Y., Wiley \$3

Bloomfield, Will J.

The Baron of the Barrens [a tale of the Pennsylvania oil fields]. 286 p. D [c. '22] Phil., Dorrance \$1.75

Bossard, Jay Carver

The law, practice and procedure in divorce as applied in Pennsylvania; with forms and pleadings. 27+337 p. O c. N. Y., Clark, Boardman Co. \$6

Abell, T. H.

Celery culture for Utah. 23 p. il. pls. tab. O (Utah Agric'l College; experiment station, circular no. 47) '22 Logan, Utah, Utah Agric'l College pap. apply

Allen, James T.

The orchestra-terrace of the Aeschylean theater. 8 p. figs. O (Univ. of Cal. pubs. in classical philology; v. 7, no. 2) '22 Berkeley, Cal., Univ. of Cal. Press pap. apply

Bowers, John Hugh

The Kansas Court of Industrial Relation; the philosophy and history of the court. 133 p. S. c. Chic., McClurg \$1

Written from the view-point of a strong supporter of the court; how it was established solely for the protection of the public, that it does not recognize privilege or class, and that it has adjudicated thirty-three industrial controversies of which thirty-two were initiated by labor.

Bradley, F. H.

The principles of logic; 2nd ed.; rev. with commentary and terminal essays; 2 v. 28+739 p. O [22] N. Y., Oxford Univ. Press \$9.35

Brannen, Jeff

An Irish alibi; a one-act farce. 16 p. D (Denison's vaudeville sketches) [c. '22] Chic., T. S. Denison & Co. pap. 25c.

De melancholy evolution of me; a black-face monologue. 7 p. D (Denison's blackface ser.) [c. '22] Chic., T. S. Denison & Co. pap. 25c.

Bray, Rene J. and Gray, Archie A.

Between trains; a vaudeville sketch. 10 p. D (Denison's vaudeville sketches) [c. '22] Chic., T. S. Denison & Co. pap. 25c.

Bridgham, Gladys Ruth

Mother mine, a play that reaches the heart; in three acts. 83 p. D (Denison's select plays) [c. '22] Chic., T. S. Denison & Co. pap. 35c.

British (The) year book of international law, 1922-23; 3rd ed. 6+260 p. Q [22] N. Y., Oxford Univ. Press \$5.35

Brown, Brian, ed.

Chinese nights entertainments; stories of Old China; selected and ed. by [author]; foreword by Sao-Ke Alfred Sze. 222 p. front., il., pls. O [c. '22] N. Y., Brentano's \$2

Brown, George Rothwell

The leadership of Congress. 311 p. O [c. '22] Indianapolis, Ind., Bobbs-Merrill \$2.50

An inside story of the revolution in Congress since the Harding Administration came into power; the destruction of the power of the speakership; the direct election of United States senators; the introduction of the primary; the enfranchisement of women.

Brownlee, L. A. Griffin

The ghost of Sir Francis Whynn, Baronet. 129 p. D [c. '22] Los Angeles, Cal., Austin Pub. Co. \$1

Bradley, James Chester

The taxonomy of the Masarid wasps; including a monograph of the North American species. various paging (bibl. foot-notes) il. pls. O (Univ. of Cal. pubs. in Entomology; v. 1, no. 9, Nov. 21, 1922) Berkeley, Cal., Univ. of Cal. Press pap. \$1.75

Brandegee, Townsend Stith

Plantae Mexicanae purpusianae, XI. various paging pl. O (Univ. of Cal. pubs. in Botany; v. 10, no. 2) '22 Berkeley, Cal., Univ. of Cal. pap. 15 c.

Chile-American Assn.

Constitution of the United States of America and amendments; with historical introduction in English and Spanish. 47 p. (½ p. bibl.) O '22 N. Y., [Author] pap. apply

A story of English life, with its plot based on psychic phenomena.

Buchheimer, Rev. L.

Great leaders and great events; historical essays on the field of church history. 347 p. il. D [22] St. Louis, Mo., Concordia Pub. House \$1.75

Burroughs, Edgar Rice

The Chessmen of Mars; il. by J. Allen St. John. 375 p. front., il., pls. D c. Chic., McClurg \$1.90

Another Martian tale concerning the adventures of Tara, Princess of Helium, daughter of the Warlord, among strange races in remote regions of the Red Planet.

Bynner, Witter (Emanuel Morgan, pseud.)

A book of plays. 255 p. D c. N. Y., Knopf \$2.50

Includes Tiger: a one-act play of the tenderloin; The Little King: a one-act play of the Terror; Iphigenia in Tauris: a simple English version of Euripides; A Night Wind: a play of Greenwich Village; Cycle: a tragic exposition of the military spirit come home.

The new world [verse]; new ed. 63 p. D c. '15-'19-'22 N. Y., Knopf \$1.25

A long poem by the well-known poet and playwright.

Carnegie Library School Association, comp.

Christmas in poetry; carols and poems; chosen by a committee of the [author]; 1st ser. 48 p. Q '22 N. Y., H. W. Wilson Co. pap. 60c.

A collection of about fifty poems and carols for Christmas, many quaint and old, and some that are new.

Clark, S. Robinson

The recovery of volatile solvents. 183 p. il. O [c. '22] N. Y., Chemical Cat. Co., Inc. \$2.50

Clements, Guy L.

Spirits and spooks; a farce in one act. 23 p. il. D (Amateur ser.) [c. '22] Chic., T. S. Denison & Co. pap. 25c.

Clifford, Helen C.

That parlor maid; a comedy in three acts. 42 p. D c. '22 N. Y., Fitzgerald Pub. Corp., 18 Vesey St. pap. 25c.

Colver, Alice Ross

Jeanne 327 p. il., pls. D [c. '22] Phil., Penn \$1.75

The experiences of a French girl who came across the Atlantic as a stowaway masquerading as a boy.

Cole, Fay-Cooper

The Tinguian; social religious and economic life of a Philippine tribe by [author], assistant curator of Malayan ethnology; with a chapter on music by Albert Gale; the R. F. Cummings Philippine expedition. various paging (bibl. foot-notes) front. (map) il. pls. music O (Anthropological ser; pub. 209; v. 14, no. 2) '22 Chic., Field Museum of Natural History pap. apply

Collier, A. J. and Cathcart, S. H.

Possibility of finding oil in laccolithic domes south of the Little Rocky mountains, Montana; contribs. to economic geology, 1922; Pt. 2. various paging map tabs. diagr. O (Dept. of Interior; U. S. Geol. Survey; bull. 736 F. '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Conant, James Bryant and others.

Organic syntheses; v. 2 of an annual publication of satisfactory methods for the preparation of organic chemicals. 7+100 p. figs. O ['22] N. Y., Wiley \$1.50

Core, Donald E., M.D.

Functional nervous disorders. 388 p. il. O ['22] N. Y., Wood \$6

Cox, Bp. O.M.I.

Retreat conferences for religious; 1st ser. 8+307 p. D ['22] N. Y., Benziger Bros. \$2

Creagh-Henry, M. and Marten, D.

The gate of vision; a modern mystical play. 7+40 p. D [n.d.] N. Y., Macmillan pap. 30c.

Crosby, Laurence A. and Aydelotte, Frank

Oxford of today; a manual for prospective Rhodes scholars; ed. for the Alumni Assn. of Am. Rhodes Scholars by [authors]. 12+268 p. il., pls. D ['22] N. Y., Oxford Univ. Press \$2

Cross, M. I. and Cole, Martin J.

Modern microscopy; a handbook for beginners and students. 315 p. il. O ['22] Chic., Chicago Medical Bk. Co. \$3.50

Curtis, Alice Turner

A little maid of Virginia. 224 p. il. pls. D (Little Maid ser.) [c. '22] Phil., Penn \$1.50

A tale of the lives of two little girl cousins at their home near Yorktown while the British army was encamped nearby, with spies very active.

Davis, Muriel O.

Outlines of European history. 149 p. il., pls. maps D ['22] N. Y., Oxford Univ. Press \$1.20

Denito, Vincent

Payin' a bet; blackface skit. 9 p. D. (Denison's blackface ser.) [c. '22] Chic., T. S. Denison & Co. pap. 25c.

Dix, Dorothy, pseud [Mrs. Elizabeth Meriwether Gilmer].

Mirandy exhorts; il. by E. W. Kemble. 300 p. front. D c. Phil., Penn \$2

Mirandy, the colored "wash-lady" deals out everyday bits of philosophy and common-sense in her conversations with her neighbors and the people for whom she works.

Dixie, May

Comin' thro' the rye; an il. song pantomime; arranged by [author]; il. by Harlan Tarbell. 14 p. il. D (Denison's il. song pantomimes) [c. '22] Chic., T. S. Denison & Co. pap. 25c.

Cousin Jedediah; an il. song pantomime; arranged by [author]. 20 p. il. D (Denison's il. song pantomimes) [c. '22] Chic., T. S. Denison & Co. pap. 25c.

Lead, kindly light; an il. song pantomime; arranged by [author]. 14 p. il. D (Denison's il. song pantomimes) [c. '22] Chic., T. S. Denison & Co. pap. 25c.

The star-spangled banner; an il. song pantomime; arranged by [author]. 21 p. il. D (Denison's il. song pantomimes) [c. '22] Chic., T. S. Denison & Co. pap. 25c.

Swanee river (old folks at home); an il. song pantomime; arranged by [author]. 18 p. il. D (Denison's il. song pantomimes) [c. '22] Chic., T. S. Denison & Co. pap. 25c.

When you and I were young, Maggie; an il. song pantomime; arranged by [author]. 19 p. il. D (Denison's il. song pantomimes) [c. '22] Chic., T. S. Denison & Co. pap. 25c.

Dole, Nathan Haskell

America in Spitsbergen; the romance of an Arctic coal mine; 2 v. 485 p.; 440 p. il. pls. maps Q [c. '22] Bost., M. Jones \$25

Dreiser, Theodore

A book about myself. 502 p. O [c. '22] N. Y., Boni & Liveright \$3.50

An autobiography of the well-known American author and journalist, his newspaper days, the break-up of family ties, how he lived, loved, suffered and triumphed.

Dunlop, Robert

Ireland from the earliest times to the present day. 724 p. D (Histories of the nations) ['22] N. Y., Oxford Univ. Press \$2.20

Duval, John C.

The adventures of Big-Foot Wallace; the Texas ranger and hunter. 15+309 p. front. (por.) il., pls. D [c. 1870] Austin, Texas. Gam-mel's Bookstore \$2.50

Erskine, John

Collected poems, 1907-1922. 8+175 p. D c. '06-'07-'22 N. Y., Duffield \$1.50

Verse by the professor of English, Columbia University, selected from his two previous volumes, Actaeon and Other Verses, and The Shadowed Hour, as well as some hitherto unpublished verse.

Evans, Charles

Oaths of allegiance in Colonial New England; reprinted from the proceedings of the Am. Antiquarian Society for Oct., 1921. 64 p. pls. O ['22] Worcester, Mass., Am. Antiquarian Soc. pap. \$1

Consumers' League of New York

Behind the scenes in a hotel. 47 p. charts O '22 N. Y., [Author], 289 Fourth Ave. pap. apply

Dept. of Interior; U. S. Geological Survey

Mineral resources of the United States in 1921; introd. by G. F. Loughlin; statistics assembled by Martha B. Clark: from data furnished by specialists of the Div. of Mineral Resources. 102 p. tabs. O '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Duncan, Hannibal Gerald

The changing race relationship in the Border and Northern states; a thesis presented to the University of Pennsylvania in partial fulfillment of the requirements for the degree of doctor of philosophy. 2+127 p. (2¼ p. bibl.) tabs. O Phil., Univ. of Penn. pap. apply

Dunlop, J. P.

Secondary metals in 1921; mineral resources of the U. S., 1921, pt. 1. various paging tab. O (Dept. of Interior; U. S. Geol. Survey.) '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Fairfield, Frances

Tableaux for home and school; practical instructions for living pictures suitable for community and social gatherings. 30 p. D (Denison's specialties) [c. '22] Chic., T. S. Denison & Co. pap. 15 c.

Fielding, William John

The caveman within us; his peculiarities and powers; how we can enlist his aid for health and efficiency. 15+372 p. (7p. bibl.) chart O [c. '22] N. Y., Dutton \$3

An explanation of the primitive creature within us, the accumulated inheritance of thousands of generations, and how the preponderance of our ills is due to a lack of adjustment between this force and the forces of our surface and social life.

Finn, Francis J.

On the run [a juvenile]. 222 front. D ['22] N. Y., Benziger Bros. \$1

A story of an American boy's adventures in Ireland during the present times.

Fisher, Irving

The making of index numbers; a study of their varieties, tests and reliability. 31+526 p. tabs., diags., charts O c. Bost., Houghton Mifflin \$7.50

A treatise which will show the uninitiated how to make index numbers as well as to discriminate between good, bad and indifferent index numbers when he sees them. Suitable for a text-book for the use of business and university statisticians, engineers, etc.

Fitzgerald, J. G., M.D., and others.

An introduction to the practice of preventive medicine. 826 p. il., pls. O ['22] St. Louis, Mo., C. V. Mosby Co. \$7.50

Fletcher, George, ed.

Connaught. 11+171 p. il. pls. diagrams maps, (Col., 1 fold. col.) D (The provinces of Ireland ser.) '22 N. Y., Macmillan \$2.25

Aims at offering an account of the physical features of Ireland and of the economic and social activities of its people.

Foote, Theodore Clinton

The source of power. 169 p. O [c. '22] Balt., Md., Williams & Wilkins \$2

Fougner, N. K.

Seagoing and other concrete ships [a comparison of ships built of wood and steel]. 8+216 p. il., pls., tabs. Q ['22] N. Y., Oxford Univ. Press \$7

Fowler, H. W.

Report of society; the American invitation; on grammatical inversions 28 p. O (Soc. for pure English, Tract no 4) ['22] N. Y., Oxford Univ. Press 85c.

Franck, César Auguste

Piano compositions by [author]; ed. by Vincent D'Indy. 39+138 p. pl. (por.) facsms. music Q (Musicians library ser.) [c. '22] Bost., Oliver Ditson Co. \$3.50; pap. \$2.50

Frankfurter, Felix

A selection of cases under the Interstate

Commerce Act. 789 p. O [c. '22] Cambridge, Mass., Harvard Univ. Press \$5

Fritz, John H. C.

Church finances; a handbook for the pastor and the layman. 88 p. D ['22] St. Louis, Mo., Concordia Pub. House pap. 35c.

Fuller, Joseph Vincent

Bismark's diplomacy at its zenith. 380 p. O (Harvard historical ser.) [c. '22] Cambridge, Mass., Harvard Univ. Press \$3.75

Galsworthy, John

Manaton edition of Galsworthy's works; in 21 v.; [2 v. now ready]. various paging O ['22] N. Y., Scribner lim. ed.; subs. only; ea. \$8

A special edition of the works of the famous British author, printed in America in old-style type, with wide margins and decorative initials, on pure rag deckle-edge paper; the first volume of each set will be signed by Mr. Galsworthy; there are new prefaces and new material.

Garland, Hamlin

A pioneer mother. 24 p. D (Bookfellow brochure ser.) [c. '22] Chic., The Bookfellows, 4917 Blackstone St. pap. 40c.

Gillette, H. P.

Handbook of construction cost. 1734 p. D ['22] N. Y., McGraw-Hill \$6

Gittings, John Claxton and others.

Tuberculosis in infancy and childhood; lectures delivered at the Children's hospital, Phil., under the auspices of the Philadelphia Pediatric Society. 5+273 p. il. pls. O [c. '22] Phil., Lippincott \$5

Gollancz, Sir Israel, ed.

St. Erkenwald (Bishop of London 675-693); an alliterative poem written about 1386 narrating a miracle wrought by the Bp. of St. Paul's Cathedral; ed. by [author]. 62+60 p. pl. Q (Select early English poems; 4) ['22] N. Y., Oxford Univ. Press \$1.70

Gosser, Leo G.

The seven kings of Atherry. [Irish folklore play]. 16 p. T [c. '22] Chic., Old Tower Press, Ltd. pap. 40c.

An Irish folk-lore play with ten characters, nine boys and one girl, for young people of any age; how six kings contended for the daughter of Ould King Dennis, and how he was finally married, but not to one of the six kings at all.

Goulding, Edmund

Fury. 295 p. D c. N. Y., Dodd, Mead \$1.75
A tale of the sea, the struggle between Boy Leyton and his father, Dog Leyton, who has a bitter hatred for Boy's mother, who deserted him, and the love story of Boy and Min, the sailor's orphan, who understands the hearts of sailormen.

Grant, A. J., ed.

Early lives of Charlemagne, by Eginhard and the Monk of St. Gall; tr. and ed. by [author]. 21+179 p. D (Medieval library; v 12) ['22] N. Y., Oxford Univ. Press \$1.85

Fife, Arthur

Duty-of-water investigations on Coal Creek, Utah.

22 p. tabs., charts O (Utah Agric'l. College; experiment station; bull. no. 181) '22 Logan, Utah, Utah Agric'l. College pap. apply

Grimshaw, Robert

Why manufacturers lose money. 185 p. D [c. '22] N. Y., Van Nostrand \$2

A series of lectures on cost reduction delivered in Germany and Austria in 1913 and 1914, and later at the College of the City of New York. Supplemented by an article on "Why Foundries Lose Money."

Gunther, R. T.

Early science in Oxford; pt. 2, mathematics. 102 p. front. (col.), il. O ['22] N. Y., Oxford Univ. Press \$3.50

Hanson, Joseph Mills

The Marne; historic and picturesque; il. by J. André Smith. 332 p. front., il., pls., map O c. Chic., McClurg \$3.50

An historical narrative of the picturesque beauties, the moving romance, and the momentous history of the placid little stream.

Harris, I., M.D.

Diseases of the heart [a handbook for students and practitioners]. 200 p. il. pls. O ['22] N. Y., Wood \$3.50

Harvard studies in classical philology 33. 184 p. O ['22] Cambridge, Mass., Harvard Univ. Press. bds. \$1.50

Hoover, Herbert Clark

American individualism. 72 p. D c. Garden City, N. Y., Doubleday, Page \$1

A message to the American people. "Progress will march if we hold an abiding faith in the intelligence, the initiative, the character, the courage, and the divine touch in the individual."

Hopkins, Grant Sherman

Guide to the dissection and study of the cranial nerves and blood vessels of the horse. 61 p. il., pls. (pt. col.) Q [c. '22] Geneva, N. Y., W. F. Humphrey pap. \$2

Horne, E. A.

The political system of British India; with special reference to the recent constitutional changes. 184 p. map (col.) O ['22] N. Y., Oxford Univ. Press \$3.50

Hosmer, Ralph S.

Impressions of European forestry; letters written during a six months' visit to England and the Continent. 80 p. front. (por.), il., pls. O c. Ithaca, N. Y., [Author], 209 Wait Ave. pap. \$1

Howard, Albert Andrew and Jackson, Carl Newell

Index verborum C. Suetoni Tranquilli. 273 p. O [c. '22] Cambridge, Mass., Harvard Univ. Press \$4.50

Jane, L. C., ed.

The chronicle of Jocelin of Brakeland, Monk of St. Edmundsbury; a picture of monastic and social life in the 12 century; newly trans. and ed. by [author]; introd. by Cardinal Gasquet. 36+255 p. (Medieval library; v. 15) ['22] N. Y., Oxford Univ. Press \$1.85

Janes, George Milton

American trade unionism. 138 p. S c. Chic., McClurg \$1

The origin, history and salient features of trade-unionism.

Johnson, Frederick G.

Am I intruding? a mystery comedy in three acts. 134 p. D (Denison's royalty plays.) [c. '22] Chic., T. S. Denison & Co. pap. 50c.

The footlight revue; a colorful contrivance in five flashes; ensemble numbers arranged by May Dixie. 92 p. diags. D (Denison's musical comedies and revues) [c. '22] Chic., T. S. Denison & Co. pap. 35c.

Give me them papers!; some syncopated sob stuff. 27 p. D (Denison's vaudeville sketches) [c. '22] Chic., T. S. Denison & Co. pap. 25c.

Johnson, Larry E.

Putting it over; a dramatic comedy in three acts. 139 p. D (Denison's royalty plays) [c. '22] Chic., T. S. Denison & Co. pap. 50c.

Jones, Franklin D.

Trade association activities and the law. 360 p. D ['22] N. Y., McGraw-Hill \$3

Julian. Roman Emperor

Juliani Imperatoris Epistulae. Leges. Poematia, Fragmenta Varia; Collegerunt et recensuerunt I. Bidez et F. Cumont [Nouvelle collection de textes et documents publiée sans le patronage de l'Association Gillaume Budé]. 26+328 p. O ['22] N. Y., Oxford Univ. Press \$4.20; pap. \$3.70

Karapetoff, Vladimir

Experimental electrical engineering and manual for electrical testing; v. 1; 3rd ed. 32+795 p. figs. O ['22] N. Y., Wiley \$6

Henison, H. A. C.

Copper in 1921; general report; mineral resources of the U. S., 1921, pt. 1. various paging tabs. chart O (Dept. of Interior; U. S. Geol. Survey) '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Hess, Frank L.

Cobalt, molybdenum, nickel, tantalum, titanium, tungsten, radium, uranium, and vanadium in 1921; mineral resources of the U. S., 1921, pt. 1. various paging tabs. O (Dept. of Interior; U. S. Geol. Survey) '22 Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

Holland, E. B., and others

Insecticides and fungicides for farm and orchard crops in Massachusetts. 37 p. pl. tabs. O (Bull. no. 201; March, 1921) Amherst, Mass., Agriculture Experiment Sta. pap. gratis

Housman, Ida E.

A teacher's version of the Pierson law; Pierson teachers' retirement fund law; chapter 80; laws of 1919. 23 p. O '22 c. '19 Hoboken, N. J., [Author] pap. 25 c.

Israelson, Orson W. and Luther M. Winsor

The net duty of water in Sevier Valley. 36 p. tabs. charts O (Utah Agric'l College; experiment station; bull. no. 182) '22 Logan, Utah, Utah Agric'l College pap. apply

Karsner, David

Talks with Debs in Terre Haute, and letters from Lindlahr. 260 p. O [c. '22] N. Y., N. Y. Call, 112 Fourth Ave. \$1.50

Kaser, Arthur Leroy

The filming of "Uncle Tom's Cabin;" a classical comicality; in one act. 15 p. D (Denison's vaudeville sketches) [c. '22] Chic., T. S. Denison & Co. pap. 25c.

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The turnipville station agent; a vaudeville sketch. 9 p. D (Denison's vaudeville sketches) [c. '22] Chic., T. S. Denison & Co. pap. 25c.

Kavanaugh, Katherine

Easy terms; a domestic comedy in one act. 19 p. D (Denison's little plays) [c. '22] Chic., T. S. Denison & Co. pap. 25c.

It ain't my fault; a comedy in one act. 20 p. D c. '22 N. Y., Fitzgerald Pub. Corp. pap. 25c.

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A friendly tip; a playlet in one act. 16 p. D c. '22 N. Y., Fitzgerald Pub. Corp. pap. 25c.

Kelley, Laura Frances

Mrs. Sullivan's seance; a one-act comedy. 19 p. D (Amateur ser.) [c. '22] Chic., T. S. Denison & Co. pap. 25c.

Kinsaid, C. A.

Tales of Old Sind. 12+140 p. il. Q ['22] N. Y., Oxford Univ. Press \$4.20

Indian tales of a mixed character and doubtful origin which now form part of the ballad literature of Sind, but are practically unknown in English.

Kirkes' (Greene) handbook of physiology; 10th American revision. 830 p. il. pls. (pt. col.) O ['22] N. Y., Wood \$5

Kobayashi, Ushisaburo

Military industries of Japan. 15+269 p. O (Carnegie Endowment for Internat'l Peace; Japan Monographs) ['22] N. Y., Oxford Univ. Press \$2.25

Kratz, A. P., and Rosecrans, C. Z.

A study of explosions of gaseous mixtures.

104 p. il. O (Engin. Exper. sta.; bull. 133) ['22] Urbana, Ill., Univ. of Ill. pap. apply

Kuder, Mrs. Blanche Bane

April weather [verse]. 10+62 p. D [c. '22] Bost., Cornhill Pub. Co. \$1.50

Labbe, Marcel, M.D.

Diabetes mellitus [a clinical treatise on the subject]. 390 p. O ['22] N. Y., Wood \$5

Lake, Helen and Kirsopp

Codex Sinaiticus Petropolitanus et Frideric-Augustanus Lipsiensis; the Old Testament preserved in the Public Library of Petrograd, in the Library of the Society of Ancient Literature in Petrograd, and in the Library of the Univ. of Leipzig; now reproduced in facsim. from photographs by [authors]; with a description and introd. to the history of the Codex by [2nd author]. 24 p. il. pls. Q ['22] N. Y., Oxford Univ. Press \$84; buck. \$91; bxd.

Leake, Percy Dewe

Commercial goodwill; its history, value, and treatment in accounts. 12+260 p. O ['21] N. Y., Pitman \$7

Lemos, Pedro J., and Lemos, Reta A.

Color cement handicraft. 201 p. il. pls. diags. O [c. '22] Worcester, Mass., Davis Press \$5

The technique of cement working, with all its latest developments in coloration, etc., explained in text and diagram.

Levermore, Charles Herbert

Samuel Train Dutton; a biography. 9+280 p (bibl. foot-notes) front. (por.) il. pls. (pors.) D c. N. Y., Macmillan \$2.50

An account of the pioneer work in the educational field of the famous educator, his belief in internationalism, his sterling character and his genius for friendship.

Levy, A. Goodman, M.D.

Chloroform anesthesia. 166 p. il. O ['22] N. Y., Wood \$2.25

Lincoln, Abraham

The life and public service of General Zachary Taylor [an address by author]. 55 p. ['22] Bost., Houghton Mifflin \$5

A eulogy on a President by a President, printed from the hitherto unknown columns of a contemporary newspaper.

Long, Lily A.

The Singing Place and other poems. 64 p. S (Little Bookfellow ser.) [c. '22] Chic., The Bookfellow bds. \$1.50

Kitch, Ethel M.

Rabindranath Tagore (Rayindra Natha Thakura); a bibliography [reprinted from the Bull. of Bibliography, v. 11, no. 5, May-Aug., 1921]. 14 p. D (Oberlin College Lib. bull. no. 6) '22 Oberlin, O., Oberlin College pap. apply

Kroeber, A. L.

Elements of culture in native California. various paging maps. (pt. fold.) O (Univ. of Cal. pubs. in Am. archaeology and ethnology; v. 13, no. 8; Nov. 21, 1922) Berkeley, Cal., Univ. of Cal. Press pap. \$1

Landis, C. S.

The use of rifles for game and target; an indispensable guide for every sportsman. 42 p. il. pls. T c. Cin., O., Sportman's Digest, 7 Butler Bldg., nap. apply

Larkin, Clarence

The second coming of Christ; 6th ed. rev. and enlarged. 71 p. front. il. pls. charts O c. '18, '22 Fox Chase, Phil., [Author] pap. 25 c.

Lincoln School of Teachers College

A descriptive booklet. 5+80 p. (bibl. foot-notes) front. D '22 N. Y., [Author], 425 W. 123rd St. pap. apply

Low, Albert H.

Technical methods of ore analysis for chemists and colleges; 9th ed., entirely rewritten. 1+348 p. figs. O ['22] N. Y., Wiley \$3.50

Lucas, Sir Charles

The partition and colonization of Africa. 228 p. map O ['22] N. Y., Oxford Univ. Press \$4.20

Luttrell, Estelle

The mission of San Xavier Del Bac; an historical guide; with map and 20 reproductions from photographs. no paging front. il. pls. S c. Tucson, Ariz., F. E. A. Kimball pap. 50 c.

Lutz, H. F.

Viticulture and brewing in the ancient Orient. 166 p. il. O ['22] N. Y., G. E. Stechert \$1.60

Lutz, Ralph Haswell

The German revolution 1918-1919. 186 p. Q (Stanford Univ. ser. history, econ. & political science; v. 1; no. 1) ['22] Stanford Univ., Cal., Stanford Univ. pap. \$2

Lyon, Hester B.

Modern millinery; a workroom textbook. 256 p. il. pls. O ['22] N. Y., Millinery Trade Pub. Co., 1225 B'way \$3

McCowan, Chester Charlton

The Testament of Solomon; ed. from mss. at Mt. Athos, Bologna, Holkham Hall, Jerusalem. London, Milam, Paris and Vienna. 302 p. O ['22] N. Y., G. E. Stechert \$2.25

Macdougall, Hamilton Crawford

First lessons in extemporizing on the organ. 7+23 p. (1 p. bibl.) il. music Q N. Y., G. Schirmer, Inc., 3 E. 43rd St. pap. 75 c.

McKay, W. J. Stewart

Lawson Tait—his life and work [a contribution to the history of abdominal surgery and gynecology]. 594 p. il. pls. O ['22] N. Y., Wood \$7.50

McLaughlin, J. B.

Catechism theology [instruction for children and for converts]. 6+115 p. D '22 N. Y., Longmans, Green \$1.25

Mann, Jacob

The Jews in Egypt and in Palestine under the Fatimid Caliphs; a contribution to their political and communal history based chiefly on Genizah material hitherto unpublished. 430 p. O ['22] N. Y., Oxford Univ. Press \$7

Mansfield, M., ed.

The legend of the Holy Fina, Virgin of Santo Gimignano; now first tr. from the trecento Italian of Fra Giovanni di Coppo; with introd. and notes by [author]. 45+127 p. D (Medieval library; v. 6) ['22] N. Y., Oxford Univ. Press \$1.85

Marsh, Frank Burr

The founding of the Roman empire. 7+329 p. O (Univ. of Texas pubs.) ['22] Austin, Texas, Univ. of Texas buck. \$3.50; pap. \$2.65

Traces the development of the imperial institutions from their origin in the later republic to the close of the reign of Augustus.

Marshall, Francis Hugh Adam

The physiology of reproduction; with contributions by William Cramer, James Lochhead, Cresswell Shearer; 2nd and rev. ed. 16+770 p. il. pls. figs. (pt. col.) tabs. O '22 N. Y., Longmans, Green \$12

Masson, Thomas Lansing [Tom Masson]

Our American humorists. 448 p. D c. N. Y., Moffat, Yard \$2.50

Glimpses of George Ade, John Kendrick Bangs, Gelett Burgess, Irvin Cobb, Finley Peter Dunne, Beatrice Herford, Oliver Herford, Stephen Leacock, Don Marquis, Christopher Morley, Carolyn Wells, etc., written by the man who was literary and managing editor of *Life* for twenty-eight years.

Medical record visiting list or physicians

diary; now supplied only in perpetual dating form; not specifically dated for 1923. no paging Tt ['22] N. Y., Wood apply

Mendenhall, Thomas G., and Meyers, Joseph S., eds.

History of the Ohio State University; 2 v. 640 p. il. O ['21] Columbus, O., Ohio State Univ. Press ea. \$3.50

Contains the addresses and proceedings of the semi-centennial celebration held in October, 1920.

McBride, R. S. and Tryon, F. G.

Coke and by-products in 1919-1920; mineral resources of the U. S., 1920; pt. 2. various paging tabs. (pt. fold. in pocket) charts O (Dept. of Interior; U. S. Geol. Survey) Wash., D. C., Gov. Pr. Off., Supt. of Doc. pap. apply

McConaughy, James

Training Sunday-school workers. 26 p. S ("Best Ways" booklet, no. 11) [c. '22] Phil., Am. Sunday-School Union pap. 10 c.

McCrae, Lee

Special days in the Sunday-school. 23 p. S ("Best Ways" booklets; no. 10) [c. '22] Phil., Am. Sunday-School Union pap. 10 c.

McFarland, Charles S.

Report to the Administrative Com. of the Federal

Council of the Churches of Christ in America on International and European Relations. 29 p. O '22 N. Y., Federal Council of Churches in Am., 105 E. 22nd St. pap. apply

Massachusetts Dept. of Education; Div. of University Extension

The Massachusetts problem of immigrant education in 1921-22. 23 p. charts tabs. O (Bull. v. 7; no. 6; whole no. 50; Nov. 1922) Bost., [Author], State House pap. apply

Moorehead, Warren K.

The Hopewell mound group of Ohio. various paging (2½ p. bibl.) front. (fold. map) il. pls. charts. O (Anthropological ser.; pub. 211; v. 7, no. 5) '22 Chic., Field Museum of Natural History pap. apply

Morgan, Gene

A pair of hash hounds; some colored conversation. 9 p. D (Denison's blackface ser.) [c. '22] Chic., T. S. Denison & Co., pap. 25 c.

Mortimer, Lillian

The city feller; a three-act comedy of rural life. 88 p. D (Denison's royalty plays) [c. '22] Chic., T. S. Denison & Co. pap. 50 c.

Little Miss Jack; a comedy-drama; in four acts. 72 p. D (Denison's select plays) [c. '22] Chic., T. S. Denison & Co. pap. 35 c.

Munchweiler, Bernard J.

Salesmanship; helpful suggestions and hints for the retail salesman. 3+221 p. chart S [c. '22] Phil., Penn \$1

Nevinson, Henry W.

Farewell to America. 13 p. D [c. '22] N. Y., Huebsch bds. 50c.

"A bit of inspired journalism" in a satiric vein which will make good patriots of Great Britain and America laugh together at themselves, a 'take-off' on pie with ice-cream, commercialism, untidy landscapes, etc. in America and smudgy stenographers, one bath for the household, cold rooms, etc., in England.

Norman, Oscar E.

The romance of the gas industry. 203 p. front. il. pls. (fold. & facsms.) figs. D c. Chic., McClurg \$1.50

A story of the origin of gas service, beginning with the genesis of the universe, tracing the development of gas from the birth of mother earth through the early stages of civilization, the age of alchemy, and the period of crude experimentation down to the present time of highly complex mechanical and chemical industry.

North, Grace May

Adele Doring of the Sunnyside Club; il. by Florence Liley Young. 374 p. front. (col.) il. pls. (col.) D [c. '19] Bost., Lothrop, L. & S. \$1.75

A story for boys and girls about a group of girls and their brothers, and their adventures and jolly good times at their club in California.

Nutting, Wallace

Furniture of the Pilgrim century. 600 p. il. pls. O [c. '21] Framingham, Mass., Old America Co. \$15

Hand book of Windsor chairs. 192 p. il. pls. D ['22, c. '17] Framingham, Mass., Old America Co. \$1.50

Vermont beautiful. 304 p. il. pls. O (States beautiful ser. no. 1) [c. '22] Framingham, Mass., Old America Co. \$3.50

Oxford University

Examination statutes; revised to July 8, 1922; together with the regulations of the Boards of Studies and Boards of Faculties for the Academical Year 1922-23; to which are added the statutes and regulations concerning diplomas; statutes and decrees concerning affiliated Colonial, Indian, foreign and special students; regulations for the sup-
plication for degrees; notices about University scholarships and prizes; the dates of Univ. examinations, and a table of examination fees. 402 p. O ['22] N. Y., Oxford Univ. Press \$1.20

Oxford University. Bodleian Library.

A summary catalogue of Western Mss. in the Bodleian library at Oxford, which have not hitherto been catalogued in the quarto ser.; with references to the Oriental and other Mss. by Falconer Madan and H. H. Craster; v. 2, pt. 1 collections received before 1660 and miscellaneous Mss. acquired during the first half of the 17th century; nos. 1-3490. 2+654 p. O ['22] N. Y., Oxford Univ. Press \$14

Parker, John Scott

Where and how; a corporation hand book containing the laws of Delaware, New Jersey, New York, Pennsylvania, in relation to incorporation, regulation and taxation of business corporations, and the admission, regulation and taxation of foreign business corporations; with an introductory chapter on the formation and management of business corporations in general; with forms and precedents; 6th ed. 1+350 p. O ['22] N. Y., Broun-Green Co., 48 John St., \$3.50

Parker, Mary Moncure

Bread, butter and romance; a comedy in one act. 12 p. D (Amateur ser.) [c. '22] Chic., T. S. Denison & Co. pap. 25 c.

Pender, Harold, and others

Hand book for electrical engineers; 2nd ed. rev. and enlarged. 2270 p. il. pls. O ['22] N. Y., Wiley \$6

New York State Univ. Div. of Vocational and Extension Education

A teacher's handbook on citizenship, naturalization and the voting system. 37 p. O '21 Albany, N. Y., [Author] pap. apply

Nutting, Herbert C.

The si-clause in substantive use. 13 p. (bibl. foot-notes) O (Univ. of Cal. Pubs. in classical philology; v. 7, no. 3) '22 Berkeley, Cal., Univ. of Cal. Press pap. apply

Old Colony Trust Co.

The operation of the Massachusetts inheritance tax laws. 2+48 p. O [c. '22] Bost., [Author], 17 Court St. pap. gratis

Packer Manufacturing Co.

How to care for the hair and scalp; 7th ed. 40 p. il. pls. S c. '22 N. Y. [Author], 120 W. 32nd St. pap. gratis

Patterson, Caleb Perry

The negro in Tennessee, 1790-1865. 213 p. (7½ p. bibl.) O (Univ. of Texas bull., no. 2205; Feb. 1, '22) Austin, Texas, Univ. of Texas pap. apply

Pierce, Elizabeth Denny

A Roman man of letters, Gaius Asinius Pollio [a biographical study of the historian, extensively used by Appian and Plutarch for the Civil Wars of the Roman Republic]. 80 p. O (Columbia Univ. dissertation). ['22] Poughkeepsie, N. Y., Vassar College Lib. pap. 50 c.

Pollock, Channing

The fool; a play in four acts. 176 p. D [c. '22] N. Y., Brentano's \$1.50

Porter, Bertha Currier

Trudy and Timothy, foresters. 213 p. il. pls. D [c. '22] Phil., Penn \$1.50

The fourth volume in the Trudy and Timothy series, the little hero and heroine helping a forest ranger in his work at Todd's Ferry.

Powys, John Cowper

Confessions of two brothers. 64 p. O [c. '22] N. Y., Am. Library Service \$1.25

Poynton, Arthur Blackburne

Flosculi Latini tam filo quam colore praestantes quos non sine lappies tribulisque concessit. 12+212 p. O ['22] N. Y., Oxford Univ. Press \$1.85

Prescott, William Hickling

The conquest of Mexico; in 2 v.; il. by Keith Henderson; with an introd. by T. A. Joyce. 38+480 p.; 8+485 p. il. pls. maps O '22 N. Y., Holt set \$12

A de luxe edition, distinctively illustrated; index.

Preston, Harold P.

The elopement; a one-act farce. 12 p. D (Denison's little plays) ['21; '22] Chic., T. S. Denison & Co. pap. 25 c.

Price, Frederick W., ed.

A textbook of the practice of medicine by various authors; ed. by [Author]. 36+1753 p. O ['22] N. Y., Oxford Univ. Press \$10

A survey of the best modern medical practice, covering the entire field of medicine, each subject being treated by a specialist.

Ragg, Laura M.

Things seen on the Italian Lakes. 5+149 p. front. il. pls. maps T '23 N. Y., Dutton \$1.50

A descriptive narrative of Lake Como, Lake Maggiore, Lake Lugano, Lake Orta, Lake Varese, etc.

Randall, James E.

Soil protection and soil improvement. 97 p. il. pls. diagrs. O [c. '22] Indianapolis, Ind., T. A. Randall & Co. pap. \$1

Redmond, George F.

Financial giants of America; in 2 v. 388; 349 p. fronts. (pors.) il. pls. (pors.) O c. Bost., Stratford, 240 Boylston St. set \$5

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Reed, W. B.

Bituminous coal mine accounting. 221 p. O ['22] N. Y., McGraw-Hill \$3

Rickert, Edith, ed.

Ancient English Christmas carols 1400-1700; collated and arranged by [author]. 28+317 p. D (Medieval library; v. 10) ['22] N. Y., Oxford Univ. Press \$2.75

Early English romances in verse; done into modern English by [author]; romances of friendship. 21+184 p. D (Medieval library; v. 8) ['22] N. Y., Oxford Univ. Press \$1.85

Early English romances in verse; done into modern English by [author]; romances of love. 41+196 p. D (Medieval library; v. 7) ['22] N. Y., Oxford Univ. Press \$1.85

Robey, William Henry

The causes of heart failure. 45 p. D (Harvard health talks; 2) [c. '22] Cambridge, Mass., Harvard Univ. Press \$1

Roosevelt (The) pilgrimage of 1922; being a record of the pilgrimage of certain friends of Theodore Roosevelt to his grave and to his home on the 3rd anniversary of his death. 49 p. front. il. pls. (pt. pors.) facsms. O [c. '22] N. Y., Roosevelt Mem. Assn. lim. ed. \$3

Ropp, Hubert, and Dirksen, McKinley

Chinese love; a play in two acts. 68 p. front. D (Denison's royalty plays) [c. '22] Chic., T. S. Denison & Co. pap. 50 c.

Rosen, Roman Romanovitch, Baron

Forty years of diplomacy; in 2 v. 315; 309 p. O '22 N. Y., Knopf set \$7.50

An autobiography of the late Baron Rosen, the Russian diplomat, who represented Russia in the United States, Japan, Mexico, Greece, etc.; a record of half a century of international politics, the latter part dealing with the reign of the late Czar Nicholas Second, and the three Russian Revolutions.

Rousseau, Jean Jacques

Rousseau, discours sur l'origine et les fondements de l'inégalité parmi les hommes; ed. with introd. and marginal summaries by Henri François Muller and René E. G. Vailant. 13+102 p. D (Oxford French ser. by American scholars) ['22] N. Y., Oxford Univ. Press 80 c.

Rowntree, B. Seebohm

Industrial unrest; a way out; with an introd. by Henry S. Dennison. 29 p. D (Christianity and industry ser. 8) [c. '22] N. Y., Doran pap. 10 c.

Royster, Carrie Belle

Literature of today; a program for women's clubs. 24 p. (1 p. bibl.) O (Univ. of N. C. Extension Div. bull. v. 2, no. 3, Oct. 1, 1922) Chapel Hill, N. C., Univ. of North Carolina pap. apply

Powlison, W. L.

How a special library helps the automobile business; complete files of leading foreign and domestic

journals aid patent research; 20,000 U. S. patents on file. no paging F '22 N. Y., Nat'l Auto Chamber of Commerce. pap. apply.

Russell, Bertrand

Free thought and official propaganda [Conway Memorial Lecture, delivered by Mr. Russell at South Place Institute, London, March 24, 1922]. 56 p. S c. N. Y., Huebsch bds. 75 c.

The famous British economist contends that political and social questions should be faced as scientific problems are faced by scholars.

Russell, Frederic A.

The management of the sales organization. 227 p. il. D ['22] N. Y., McGraw-Hill \$2.50

Satow, Sir Ernest Mason

A guide to diplomatic practice; in 2 v.; 2nd and rev. ed. 19+419 p.; 9+438 p. (bibl. foot-notes) O (Contribs. to international law and diplomacy; ed. by L. Oppenheim) '22 N. Y., Longmans, Green set \$12.50

Schaeffer, Henry

Hebrew tribal economy and the jubilee; as il. in Semitic and Indo-European village communities. 198 p. O ['22] N. Y., G. E. Stechert \$1.80

Scott and Roe

On Habeas Corpus. 1200 p. O [c. '22] Chic., F. H. Flood & Co., 178 N. La Salle St. lea. \$15

Shakespeare, William

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Rare Books, Autographs and Prints

THE new Oxford Bibliographical Society starts off with more than a hundred members.

The second volume of Thomas J. Wise's catalog of the Ashley Library is already in proof and will make its appearance early in the new year.

At the New York Public Library there have been arranged several show cases of Christmas cards done by upwards of fifty well-known artists. Side by side are etchings, pen and ink drawings, wood blocks and color reproductions by Ruzicka. Falls. Murphy. Lewis. Treidler. Zorach and others.

A notable collection of Bibles filling forty show cases is on exhibition at the New York Public Library. Here are the great Greek Codexes, Polyglots, beautifully illuminated manuscript Latin Bibles, Hebrew rolls, the first printed Bibles and Testaments in translations of the leading languages of the world. Many of the exhibits are the only copies in America.

Work of restoring the old home of Walt Whitman, 330 Mickle Street, Camden, has almost been completed. The interior of the old wooden structure has been entirely remodeled and restored as nearly as possible to its condition when the poet occupied the house. Many relics once owned by Whitman will be preserved and exhibited here. A bronze tablet will be erected on front of the building.

Efforts are being made in Chicago to complete the fund to enable the Chicago Historical Society to purchase the collection of autograph letters, documents and manuscripts brought together by the late Charles F. Gunther. Toward the \$150,000 required, \$50,000 has been subscribed, \$45,000 more has been realized thru the sale of many of the old books and manuscripts and foreign material, mostly to the Henry E. Huntington Library. The society is

now beginning the campaign to raise the additional \$55,000 needed to complete the transaction.

Some years ago, while working in the Boston Public Library, Worthington C. Ford began compiling a list of broadsides printed between 1774 and 1783, knowing that those of the Revolutionary War period would have a special historical interest. The work was continued when he went to the Library of Congress and has been completed since his connection with the Massachusetts Historical Society as editor of its publications. It makes a large volume and records 3,423 broadsides and ballads. The work will be warmly welcomed by collectors and will doubtless stimulate collecting in this interesting field.

Hector Sinclair of Eldorado, Kan., on a visit East, purchased a copy of the "Works of Josephus" from a second-hand bookstore in Albany. He was greatly surprised, when giving it a closer examination, to find his own name, "Hector Sinclair, Delhi, N. Y., 1870," in it in his own handwriting. The book proved to be one presented to him by a Baptist minister while he was working in Delhi fifty-two years ago. Sinclair loaned the volume to an old Scotchman and shortly after went to Western New York to live. Upon returning a year or two later he found the Scotchman had died and all trace of the book had been lost.

The libraries of Mrs. John W. Merriam of this city and the late F. W. Cornish of Chicago, with additions, were sold at the Anderson Galleries December 14, 567 lots bringing \$5,294. A long run of the publications of the Bibliophile Society sold for very moderate prices. The limited Centenary edition of Carlyle's "Works," 30 vols., London, 1896-99, brought \$125; Kipling's "Writings in Prose and Verse, 28 vols., half morocco, New York, 1899-1920, Outward Bound edition, \$82.50; John Masefield's "Salt Water Ballads," Lon-

don, 1902, first edition, \$130; Sargent's "Life and Career of Major André," Boston, 1861, large paper copy extra-illustrated, \$80; Sargent's "Silva of North America," 14 vols., folio, boards, Boston, 1891-1902. \$315; and an imperfect copy of the Second Folio of Shakespeare. London, 1632, \$200.

Part II (English Literature) of the library of the late Henry Cady Sturges of this city was sold at the Anderson Galleries, December 11, 12 and 13, 1,013 lots bringing \$15,285.75. Many desirable library books brought very moderate prices. Barham's "Ingoldsby Legends," 3 vols., London, 1840-47, earliest issues of the first editions, sold for \$100; Chaucer's "Workes," London, 1538, reprint of Godfray's edition of 1532, \$180; Defoe's "Robinson Crusoe," London, 1719-20, fine copies of the first editions of all three parts, \$515; John Donne's "Poems," London, 1633, first edition, \$75; Irving's "History of New York," 2 vols., levant, by Mansell, New York, 1886, Grolier Club edition, \$162.50; Spenser's "Faerie Queene," 2 vols., levant by Bedford, London, 1590-96, first editions of both parts, \$280; and Swift's "Gulliver's Travels," 2 vols., London, 1726, first edition, \$85.

Ernest Dressel North, 4 East 39th Street, has had a notable collection of first editions of ancient and modern authors on exhibition for two weeks. The catalog, compiled with his usual care and abounding in long, scholarly notes, is worth preserving for its bibliographical information. In an "Introduction" Mr. North says: "I want to take this opportunity to thank the many patrons who have assisted me in the prosperous voyage which has just reached its twentieth year. Twelve years ago in the catalog entitled "One Hundred Famous First Editions," I called attention to the great increase in the love and ownership of rare books, referring particularly to the libraries of Robert Hoe, J. P. Morgan, E. Dwight Church and Fred R. Halsey. Since that time the great library collected by Robert Hoe has been dispersed, fetching a grand total of nearly \$2,000,000. E. Dwight Church's library was purchased en bloc by Henry E. Huntington, and Fred R. Halsey's library met the same end, his collection of prints having been sold later by auction. Other collectors of that day were Herschel V. Jones of Minneapolis, whose library was sold in 1918-19, fetching nearly \$100,000. The library of Winston H. Hagen sold the same year, realizing over \$145,000, while many other great libraries have been sold abroad, amongst which might be mentioned the Huth collection, the Christie Miller (Britwell Court), Lord Amherst, H. Yates Thomson, Lord Mostyn (which fetched

£40,000), C. Fairfax Murray, Alfred Morrison and Baroness Burdett-Coutts. While in America the libraries of Chamberlain, Heckscher, Haber, Hollingsworth, Ives, Bishop, Hurst, Forman, Mayo, W. H. Lambert, E. B. Holden, Latham, Pierce, Vail, Wallace, Wendell and Poor have been dispersed. The library of Harry Elkins Widener during this period was left to Harvard University and has since been housed in a beautiful memorial building given in his name by his mother, Mrs. Alexander Hamilton Rice. In 1909, Henry E. Huntington was unknown as a collector and such noted libraries as W. A. Clark, of Los Angeles, Charles W. Clark and Charles Templeton Crocker of San Francisco, Mortimer L. Schiff and Carl F. Pforzheimer of this city were practically unknown. One might multiply this list, but the mentioning of these names is enough to indicate the enormous interest in the collecting of rare books. Who can doubt, when so many great works of art and great libraries have been brought to this country, that America will not some day be the art and book center of the world. This catalog contains many of the books already in these famous libraries, which have stood the test of time both from the standpoint of literature and value, besides many other favorites for the discriminating collector."

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Catalogs Received

Books of varied interest, including many old and rare works in English literature. (Items 533.) Frank E. Bastian, 76 Shooters Hill Road, Blackheath, London, S.E.3, England.

Early botanical books, etc. (No. 98; Items 356.) Dulau & Co., 34, Margaret Street, Oxford Circus, London, W.1, England.

First editions of modern authors. (No. 9.) Dunster House Bookshop, 26 Holyoke Street, Cambridge, Mass.

Interesting books, embracing extra-illustrated copies, first editions, etc. (Items 150.) Crawford Smith, 1420 Chestnut Street, Philadelphia, Pa.

Livres Anciens et Modernes. (No. 483; Items 677.) Martinus Nijhoff, La Haye, Lange Voorhout 9, Holland.

Rare books, including incunabula, early English literature, etc. (New Series, No. 6; Items 135.) Wheldon & Wesley, Ltd., 2, Arthur Street, New Oxford Street, London, W.C.2, England.

Second-hand books, including biography, essays, sociology, etc. Day's Library Ltd., 96 Mount Street, Park Lane, London, W.1, England.

Old and rare books, principally from the libraries of John Adams, second President of the United States, and Chancellor James Kent, one of the most eminent of modern jurists. (Items 54.) John W. Caddy, 50 Grand Street, Albany, N. Y.

Oriental books. (No. 19; Items 176.) Orientalia, 22 East 60th Street, New York City.

Second-hand books on India and the Near and Far East. (No. 75; Items 3079.) Henry Sotherton & Co., 43, Piccadilly, London, W. 1, England.

Textbooks, legal miscellany, admiralty books, reports and odd volumes, etc. Central Book Co., 93 Nassau Street, New York City.

Valuable books, including Bibles, biography, incunabula, etc. (No. 50; Items 626.) Reginald Atkinson, 188 Peckham Rye, London, S. E. 22, England.

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Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. To insure prompt replies each title should begin on a separate line. Grouped titles in a solid paragraph, excepting those by one author, not allowed. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

BOOKS WANTED

A. B. C., Care of Publishers' Weekly.

Hunt's Merchant's magazine, complete; vols. 1 to 63, or shorter run.
The Commercial & Financial Chronicle, any or all prior to vol. 16 of 1873.

Allan, care Publishers' Weekly

Lowell's Poems, in Blue and Gold.
Bowker's Copyright, Its History and Its Law.

Adelbert College Library, Cleveland, O.

Henderson, History of Germany in the Middle Ages, 1894.
Kellogg, Darwinism To-day, 1908.
Moses, Representative plays by American dramatists, vol. 2, 1919.
Noyes, History of American Socialisms, 1870.
Philanthropy and Social Progress, 1893.

Alcove Book Shop, 936 Broadway, San Diego, Cal.
Jackson, Ramona, several copies, cheap.

Aldus Book Co., 36 E. 49th St., New York City.

Mencken, Ventures into Verse.
Conrad, Children of the Sea, N. Y., 1897.
Conrad, Chance, N. Y., 1913.
Conrad, Point of Honor, N. Y., 1908.
Conrad, Inheritors, N. Y., 1901.
Conrad, Typhoon, N. Y., 1902.
Conrad, Nigger of the Narcissus, N. Y., 1914.
Housman, Shropshire Lad, 1st English ed.
McFee, Letters of an Ocean Tramp, 1st Eng. ed.
Yellow Book, any vols., any time.
Savoy, any vols., any time.
Saltus, any 1st eds., any time.
Galsworthy, any 1st eds., any time.
Masfield, Story of a Round House, any time.
Cather, Wila, 1st ed. Troll Garden, or any other firsts.
Mark Twain, Tom Sawyer, Hartford, 1876.
Melville, Herman, Moby Dick, N. Y., 1851.
Melville, Herman, Typee, N. Y., 1846.
Melville, Herman, Oomo, N. Y., 1847, or London, 1847.
Melville, Herman, Redburn, N. Y., 1849, or London, 1849.
Melville, Herman, White Jacket, N. Y., 1850, or London, 1850.
Melville, Herman, Whale, 1851.

Aldus Book Co.—Continued

Melville, any 1st eds., any time.
Hawthorne, Scarlet Letter, 1st ed.
Wharton, Ethan Frome, 1st ed.
Robinson, E. C., Torrent & The Night Before, 1st ed.
Robinson, E. C., Man Against the Sky, 1st ed. or any 1st eds., any time.
Hergesheimer, Lay Anthony, 1st ed.
Nonsense Anthology, a book of collected verse.

Frederick G. Allen, 78 Genesee St., Auburn, N. Y.
Merk's Report.
Dick, Encyclopedia of Practical Receipts and Processes, 1879 ed.

The American Baptist Publication Society, 1107 McGee St., Kansas City, Mo.

Old Testament Prophecy, A. B. Davidson.
Complete Works, Geike, or in parts.

Wm. H. Andre, 607 Kittredge Bldg., Denver, Col.
Good ed. of Zola.

Aries Book Shop, 116 Delaware Ave., Buffalo, N. Y.
Horne, Idealism in Education, Macmillan, 2 copies.
Thayer, Life of Cavour, Houghton Mifflin, 1st ed.
H. C. Barnhart, 35 W. Market St., York, Pa.
Flore Symbolice, John Ingram.

N. J. Bartlett & Co., 37 Cornhill, Boston, Mass.
Bright's England, 1 vol. ed.
American Privateer, Macley, Appleton.
American Duck Shooting, by G. B. Grinnell, pub. Stream & Forest.

Behymer's Book Shop, 1204 Olive St., St. Louis, Mo.
Mina Claire, old novel, author unknown.
Children of Men, Bruno Lessing, Eng. trans.

C. P. Bensinger Cable Code Book Co., 15 Whitehall St., New York City
Universal Lumber, A B C 5th Improved.
Meyer's Cotton 30th, Samper's Code.
Western Union, Lieber's, 5-letter Codes.
Any American-Foreign Language Code.

Arthur F. Bird, 22 Bedford St., Strand, London, W.C.2, England.
Corning Egg Farm Book.

BOOKS WANTED—Continued

The Bobbs-Merrill Co., Indianapolis, Ind.
 Set, Kipling, Outward Bound ed.
 Encyclopedia Britannica, last ed., thin paper, any binding.
The Book Shelf, 112 Garfield Place, W., Cincinnati, O.
 Sahara, Loti.
 Diary and Letters of Madame D'Arblay.
 Life of Charlotte Temple or Charlotte Temple, not sure of exact title.
Charles L. Bowman & Co., 118 E. 25th St., New York City.
 Day Dreams and Other Poems, Clarence Bookmaster Bolmer.
E. P. Boyer, Bourse Bldg., Philadelphia, Pa.
 Stutterheim, Battle of Austerlitz.
 Clausewitz, Campaign of 1812.
 Berthier, Campaign in Egypt.
Brentano's, Fifth Ave. & 27th St., New York City.
 Heine, Heinrich, Alta Troll, Huebsch.
 Monroe, Neil, Daft Days or Bud, 2 copies.
 Hayden's Dictionary of Dates, 1st ed. published.
 Russell, W. Clark, Convict Ship.
 Irving, Washington, Life of George Washington, Knickerbocker ed.
 James, Henry, Daisy Miller, 1st ed.
 Smith, Charleston Homes.
 Bridge, The Mummy.
 Guinness, Andrea del Sarto.
 Malcolm Bell, Rembrandt.
 Williamson, C. C., Peregrino.
 Macmillan, 1901, Guide to Palestine and Egypt.
 Princess de Djerling, My 4 Years at the Court of China.
 Power of Sound, Gurney.
 Gleanings of the Quaint and Curious in Literature, pub. 1865.
 Audacious Angels of China.
 Diary of a Shanghai Baby, Elsie McCormick.
 Story of the Outlaw, Emerson Hough.
 One Hundred Butterflies and Dusk Flyers of New England.
 Mosquitoes, Gnats, etc., Bradlee Whidden.
 Paradise Garden, G. Gibbs.
 Jnana Yoga, Vivekananda.
 Voyage of Discovery, Scott.
 Roman Sculpture, Mrs. Strong.
 Inroad to Natural History of Language, T. G. Tucker.
 Songs of the Sea Children, Bliss Carman.
 The Gay Lothario, Wm. Knotts.
 The Stolen Sweets, Wm. Knotts.
 My Days with the Fairies, 8 illus. in color, Edmund Dulac, Mrs. Rodolph Stowell.
 Tiny Lads.
 The Pageant of English Literature.
 Civilization.
 Rarahu, English, Pierre Loti.
 Bud, Neil Munro.
 Leading American Essayists, Wm. Morton Payne.
 Any Jimmie McFadden Stories, Townsend.
 Memories of My Life, Sarah Bernhardt.
 Yake of Thorah St., H. Harland.
 Shakespeare's England, Wm. Winter.
 Book of Musical Anecdote, Crowest.
 Scenes from Every Land, Series 1 and 2, pub. National Geographic Society.
 Romance of the Reaper, Casson.
 Cyrus Hall McCormick, Casson.
 O Tender Dolores.
 Held to Answer, McFarlane.
 Happy Thoughts, F. C. Burnand.
 Life of Francis of Assese, Eng. trans., Cilanos.
 Love in a Mask, containing story Imprudence, Balzac.
 Cause and Cure of Consumption, H. P. Knoggs.
 Consumption, an Appeal to Common Sense, J. P. Sandlans.
 The Steam Engine and Its Workings, R. L. Gallo-way.
 My Maiden Effort. Author's League.
 Sunny Australia Sketches of Travel, 1911, Archibald Marshall.
 Life of Ellen Terry.

Brentano's—Continued

The Mystery of Red Marsh, 1912, Archibald Marshall.
 The Terrors, Short Stories, Methuen, 1913, Archibald Marshall.
 Last American, J. A. Mitchell.
 The Life of Charlotte Corday, other than books on French Revolution.
 A Naturalist in China, Ernest Wilson.
 The Lure of the Garden, Hawthorne.
 Scottish Gardens, Sir Herbert Maxwell.
 The Story of Honor Bright.
 Halfway House, Hewletts.
 Revizor, Nikolai Gogol.
 Cakes and Ale, Old English Cook Book.
 Creole Picagune Cook Book.
 Cooking in Old Creole Ways, Curtis.
 Golden Book of English Sonnets.
 Reminiscences of His Life, E. P. Roe.
 Landscape Gardening, Samuel Parsons.
 The Pleasures of the Table, Morss Phillippi.
 Scott's Last Expedition, 2 vols.
 Chilluns Cup, Negro Stories.
 The Zark, Negro Stories.
 The Christmas Turkey, Negro Stories.
 The Field of Honour, a History of Dwelling in All Countries, 1884.
 The Doctrine and Ritual of Transcendental Magic, Levi.
 The History of the Welles.
 Letters to Imlay, Mary Wollstoncraft.
 Tales of the Ex-Tanks.
 Four in the Family, E. P. Sumerwell.
 Business Cycles, W. C. Mitchell.
 Wage Question, F. A. Walker.
 Paul of Tarsus.
 Natural History of Ingenenous Rocks, Harkers.
 Jenny Lind, privately printed W. A. Hildebrand, A. Levitas.
 Renaissance Fancies and Studies, V. Lee.
The Brick Row Book Shop, Inc., 104 High St., New Haven, Conn.
 Buddhism, A Sketch of the Life & Times of Gantama the Buddha, T. V. V. Davids.
 Buddhism in Translation, Warren, Harvard Oriental Series.
 Brown, History of Venice.
 The Litchfield Biography, Kilbourn, 1851.
 Hezekiah's Wives.
 Rabelais' Recreations, 2 vols.
 George Canning, H. V. Temperly, James Finch, 1915.
 Castlereagh, Life of.
 Dorothy Wordsworth, Edward Lee, Lond., 1886.
 Life of Coleridge, Dykes Campbell, 2 vols., 1894.
 St. Teresa, Account of Her Life and Times, Gabriella Cunningham Graham, 2 vols.
 St. Francis of Assissi, Leon Lemonnier, 1894.
 Memoirs of Governor Morris.

The Brick Row Book Shop, Inc., 19 E. 47th St., New York City.

1st. ed. of Letters of Franklin K. Lane.
 1st ed., Road to Avalon, Conningsby Dawson.
 Musical Manuscripts of Beethoven, Bach, Brahms.
 Hergesheimer, Java Head, large paper.

Bridgman's Book Shop, 108 Main St., Northampton, Mass.

Villette, Charlotte Bronte, Nelson New Centy. ed.
 The Gate of Horn, Dix.

Morris H. Briggs, 5113 Kimbark Ave., Chicago, Ill.
 Wanted, Roosevelt Items of All Kinds in any Language, preferably first eds. books, pamphlets, magazines, on, by, or referring to T. R.; books with introductions by Roosevelt, signed books, photos; campaign badges, buttons, speeches, memorial sermons, newspapers, campaign literature. Quotations given immediate attention; cash paid same day books received.

Brookline Public Library, Brookline, Mass.
 Shailer, The Individual.

Brooklyn Museum Library, Eastern Parkway & Washington Ave., Brooklyn, N. Y.

Tales of the Canterbury Pilgrims by Darton, il. by Thomson.
 International Studio, v. 47, no. 185 (1912).

BOOKS WANTED—Continued

Burrows Bros. Co., 633 Euclid Ave., Cleveland, O.
One Day, Glyn.

The Cadmus Book Shop, 312 W. 34th St., New York City.

Root Genealogy.
Bostwick Genealogy.
Genealogy of Welles Family.
Burr Genealogy, Todd, 1902.
Treat Genealogy, 1893.
Lockwood Genealogy, 1889.

Campion & Co., 1313 Walnut St., Philadelphia, Pa.
Conspiracy of Pontias, Parkman Library ed.
Montcalm and Wolfe, Parkman Library ed.
Irvine, My Lady of Chimney Corner.
Irvine, From the Bottom Up.

The Centaur Book Shop, 1224 Chancellor St., Philadelphia, Pa.

Cora Harris, The Recording Angel, 2 copies.
Stephen Crane, The Red Badge of Courage, 1895, 1st.
Stephen Crane, The Queen Boat, 1898, 1st ed.
Stephen Crane, any 1st eds.
George Gissing, Thyrsa, any ed.

Chandler-Jennings, Inc., 514 Main St., Stamford, Ct.
Simeon Ford's Books.

W. G. Chapman, 118 N. La Salle St., Chicago, Ill.
Roe, Heart of the Night Wind.

City Library, Springfield, Mass.

Book of Knowledge, 20 vols.
Clark, B. F., Mirthfulness and Its Exciters, Lee.
Copley, Fred S., Set of Alphabets, N. Y., Geo. E. Woodward.
Johnson, Famous Single and Fugitive Poems, Holt.
Mackall, Principles of Surety Underwriting.
Ridgway, Coor Standards and Nomenclature.
Robinson, Latin Grammar of Pharmacy and Medicine.

The John Clark Co., 1783 E. 11th St., Cleveland, O.
Duke, Celebrated Criminal Cases of America.
Harvard University, any books or pamphlets relating to.

Hardy, Late Lyrics and Earlier, 1st ed.
Hogg, Jas., Tales and Sketches by the Ettrick Shepherd.

Hawthorne, House of Seven Gables.
The Independent, complete set or any long run.
Josephson, Bibliographies of Bibliographies.
Laclos, Les Liaisons Dangereuses.
Amours of Chevalier de Faublas.
Leheute, Gustave, Catalogue of the Etchings of.
Literary Digest, complete set or any long run.
Mitchell, Science and the Criminal.
Maupassant's Works, Bourget ed.
Ossian's Poems.

The Outlook, vols. 1 to 54 and 62.
Poe, Selections from Critical Writings, ed. by Prescott.

Pennell's Life of Whistler.
The Portfolio, ed. by Hamerton, 1878.
Political Science Quarterly, vols. 3, 11, 12, 13, 16 to 21, 23, 24, 28, 30.

Scribner's Magazine, vols. 1 to 4, 6, 7, 9 to 15, 17, 20, 22, 47, 48, 50, 54 to 57, 63, 66, 69.
Volcanoes and Earthquakes, anything relating to.
Whitney, The U. S., Supplement One, Population, etc., 1894.

Heroes of the Nations Series, George Washington vol.

Wisconsin Magazine of History, vol. 2, no. 1; vol. 3, nos. 2, 3; vol. 4, nos. 1, 2; vol. 5, no. 1.

Whitcomb, Chronological Outlines of American Literature.

Wisconsin Historical Society's Proceedings at 39th and 53rd Annual Meetings.

Watson, L. H., Not to the Swift, a Novel, 1891.

Washington Co., N. Y., Its History to the Close of the 19th Century, 1901.

World's Best Poetry, vols. 2 and 10, pub. in Phila. by J. D. Morris.

Wendell, Barrett, Cotton Mather, 1891.
Wagner, Manners, Customs and Observances.
Americana Germanica, vol. 3, 1899, containing Wil-

The John Clark Co.—Continued

kins' Early Influence of German Literature in America.

Wilson, J. L., John Wycliffe, Standard Library Series, 1884.

Wells, H. G., 1st eds. of any of his works.
Woodbridge, Hands Up in the World of Crime.
Yearbook of Railway Literature, vol. 1, 1897.

Colesworthy's Book Store, 66 Cornhill, Boston, Mass.

The Prophets of Israel as Preachers and Statesmen, Prof. Fowler.

Stealthy Steve.

Alcohol, Brantt.

Badeaux, Military History of Gen. Grant.

Any vols. Financial Chronicle.

Advocate of Peace, May, 1900.

Chess Books of Paul Morphy.

Swiss Family Robinson, trans. by Lowell.

Book Chopin, Huneker.

James H. Collins, 70 Fifth Ave., New York City.

Rowell's Forty Years An Advertising Agent.

Lippincott's Gazetteer.

Phillips Dictionary of Biographical Reference.

Columbia University Library, New York City.

Tennyson, Works, vol. 2, ed. by Hallam, Macmillan, 1908.

Dempsey, T., Delphic Oracle, Longmans, 1918.

Luchaire, Social France at Time of Philip Augustus, tr. by Krehbiel, Holt, 1912.

Brectwieser, Psychological Advertising, Colorado Springs, Apex Book Co., 1915.

Mabie, H. W., Heroines That Every Child Should Know, Doubleday.

Law, Mastoids.

Columbia University Press Bookstore, 2960 Broadway, New York City.

Dunsany, Night at an Inn, in separate ed. only, can use 100 copies.

Mavor, Economic History of Russia.

Hourwich, Economics of the Russian Village.

Phillips, Art and Environment.

Weiss, Paul and Jesus, tr. Chaytor.

Ciolkowski, Rodin.

Darmouth College Library, Hanover, N. H.

Morgan, Animal Behaviour.

Rhead, Speckled Brook Trout.

Williams, S. W., Middle Kingdom.

Samuel Dauber, 83 Fourth Ave., New York City.

Wissler, The American Indian.

Joyce, Central American and West Indian Archaeology.

Myers, The Dawn of History.

Milford, Man and His Past.

Deniker, Races of Man.

Boas, Mind of Primitive Man.

Keith, Antiquity of Man.

Crawford, Man and His Past.

Haddon, The Wanderings of Peoples.

Beuchat, Manuel D'Archeologie Americain.

Dechelette, Manuel D'Archeologie.

Hirth, Ancient History of China.

Parker, Ancient China Simplified.

Parker, China Past and Present.

Dennen's Book Shop, 37 E. Grand River Ave., Detroit, Mich.

Unknown Isle, De Coulevan.

The Denver Dry Goods Co., Denver, Col.

The Magnificent Adventure, Hough.

Detroit Public Library, Detroit, Mich.

Lee, The Fox Terrier.

DeWitt's Bookstore, 620 14th St., Oakland, Calif.

Ency. Brit., vols. 25, 29, Hdy. vol. ed.

Southworth, Allworth Abbey.

Southworth, Miriam the Avenger.

Phillips, Birth of a Soul.

Trans. Amer. Inst. Mining Eng., vol. 15.

Mineral Resources States & Tery's West of Miss.

Report of 1867.

Wasson, Bodie and Esmeralda, S. F., 1878.

LeBlond, Old Gardens of Italy, pub. Lane.

Goldsmith, Symbols of Legendary Art.

BOOKS WANTED—Continued

DeWitt's Bookstore—Continued

Where Opportunity Knocks Twice.
Langsdorff, Boyages, 2d vol.
Shaler, American Register, 1804.
Warner, Reminiscences of Early California.
Ashley Smith Expedition.
Irving, Captain Bonneville, 1st ed.
Hispanic American Rev., vol. 4, no. 3.
Ide, Who Conquered California

Dixie Business Book Shop, 140 Greenwich St., New York City.

Men Who Sell Things, Moody.

James F. Drake, Inc., 4 W. 40th St., New York City.

Delafield, Alice in Wonderland, A Play, N. Y., 1898.

Clemens, A Connecticut Yankee, 1889.

Clemens, Adventures of Tom Sawyer, 1876.

Hearn, Stray Leaves from Strange Literature, 1884.

Hergesheimer, Gold and Iron, 1918.

Hergesheimer, Java Head, 1st ed.

Hergesheimer, Lay Anthony, 1st ed.

Hergesheimer, Linda Condon, Signed ed.

Leg, Life of Ouida, 1st ed.

Little Verses and Big Names, 1915.

Melville, Clarel, 2nd vol., 1876.

Melville, Pierre, 1st ed.

Robinson, Man Against the Sky, 1st ed.

Stoddard, South-Sea Idyls, 1873.

Wharton, House of Mirth, 1st ed.

Whitman, Two Rivulets, 1876.

Chas. H. Dressel, 552 Broad St., Newark, N. J.

Hendrick, Story of Life Insurance.

Edw. Eberstadt, 25 W. 42nd St., New York City.

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Breasted, Development of Religion and Thought in Ancient Egypt.
Broughton, R., Cometh Up as a Flower.
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De Vinne, Treatise on Title-Pages, Century.
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Dodge, T. A., Patroclus and Penelope, Houghton.
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Fitchett, Romance of Australian History.
Forty Years an Advertising Man, pub. Printers' Ink Pub. Co.
Fox-Davies, Complete Heraldry.
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Fullerton, Democracy of Science.
Girney, Vachell, Doran.
Gribble, F. H., Madame de Stael and Her Lovers.
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Montorquell, Living Toys, Warne.
Morgan, Modern Knights Errant.
Morris, G., Diary and Letters, Scribner, 2 vols.
Munsterberg, Psychology in Moving Pictures.
Norway, Naples Past and Present.
O'Brien, F. J., The Diamond Lens.
Pennell, T. L., Among the Wild Tribes of the Afghan Frontier, Lippincott.
Pliny, Natural History, English trans., Bohn Lib.
Pott, F. H., A Sketch of Chinese History, Shanghai, 1903.
Powers, Message of Greek Art, Macmillan.
Rockefeller, Autobiography of John D. Rockefeller, Doubleday.
Road, Color.
Sabatini, Historical Nights Entertainment, 2nd Series, Houghton.
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 Carson, History Supreme Court, 2 vols.
 Chapman & R., Color Key N. A. Birds, D. P. Colles, Mica & Mica Industry, McGraw.
 Cooke, Introduction to Dial, 2 vols., 1902, Rowfant.
 Dial reprinted for Rowfant Club, Cleveland.
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 Dwight, Theology Explained and Defended.
 Engineering & Mining Journal, vols. 106, 109, 110 and t. p. & index to vols. 94 to 96.
 Freitag, Architectural Engin., Wiley.
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 McMaster, Rights of Man in Amer.
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 Schmucker, Psychology, 1842.
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 Van Tyne, Loyalists in Am. Revolution.
 Wayland, Elements Intellectual Philosophy.
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 Weed, Life Histories Amer. Insects, Mac.
 Wharton, Theism and Scepticism, 1859.
 Wilson, Psychology of Thought & Action.
 Zartman, Investments Insurance Companies, Holt.

W. K. Stewart Co., Indianapolis, Ind.
 Michelangelo, pub. Houghton.
 Wallace, Alfred Russel, Miracles & Modern Spiritualism, quote price.
 The Burman, His Life and Notions, J. G. Scott.
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 Where Half the World Is Waking Up, Clarence Poe.
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University of Illinois Library, Urbana, Ill.
 Merrill, J. A., Geography of Wisconsin.
 Michigan Political Science Association Publications, vol. 1, 1893.

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 Saintsbury, History of Criticism, 3 vols.

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Translations of a Savage, Gilbert Parker.
Apasia, Robert Hamerling, a story of Greece in time of Pericles, originally in German.
Apasia, Robert Hamerling, trans. into English by Mary Safford, in 2 vols., 125 & 175, pub. by Peck, 1912. Copy in German.

The Westminster Press, 125 N. Wabash Ave., Chicago, Ill.

Breasted, Development of Rel. & Thot in Ancient Egypt.
Cornill, Intro. to O. T.
Roges, Cuneiform Parallels to O. T.
Strong, Psychology of Prayer.
History of Indian and Eastern Architecture, James Fergusson.
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Catholic World, 1900, Jan.; 1916, Nov.
Am. Architect, 1919, April 9, June 4, Aug. 20, Dec. 17, 24, 31; 1920, Dec. 8.

Woburn Public Library, Woburn, Mass.

Calthrop, God and His World.

Arthur R. Womrath, Inc., 21 W. 45th St., New York City.

Letters to Queen Elizabeth.
New International Encyclopedia.
Encyclopedia Britannica.

Woodward & Lothrop, Washington, D. C.

Bakewell, Source Book of Ancient Philosophy.

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Source of Measures, Skinner, 1875.
Secret Doctrine, Blavatsky, 3 vols. and Index; vols. 1 and 2, and 3rd edit., 1893; vol. 3 is 1st ed., 1897, all recently rebound.
Sibly's Occult Sciences and Astrology, 1786.
Isis Unveiled, 2 vols., Blavatsky, 1st edit., 1877, recently rebound.
Gnostics and Their Remains, King, 2nd edit., 1887.
New Light from the Great Pyramid, Parsons, 1893.
Thrice Greatest Hermes, G. R. S. Mead, 3 vols., 1906.
Love, The Master Passion, Randolph, 1870.
Solar Biology, Butler.
After Death, Randolph, 1873.
Story of Atlantis, Scott-Elliott, 1896.
Growth of the Soul, Sinnett, 2nd edit., 1905.
Atlantis, Donnelly, 1901.
Paracelsus, Hartmann.
Unknown Philosopher, Waite, 1901.

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Soul, The Soul World.

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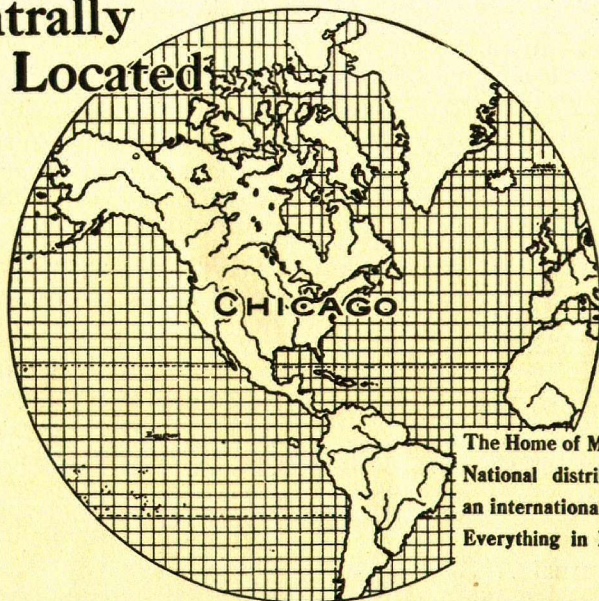
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